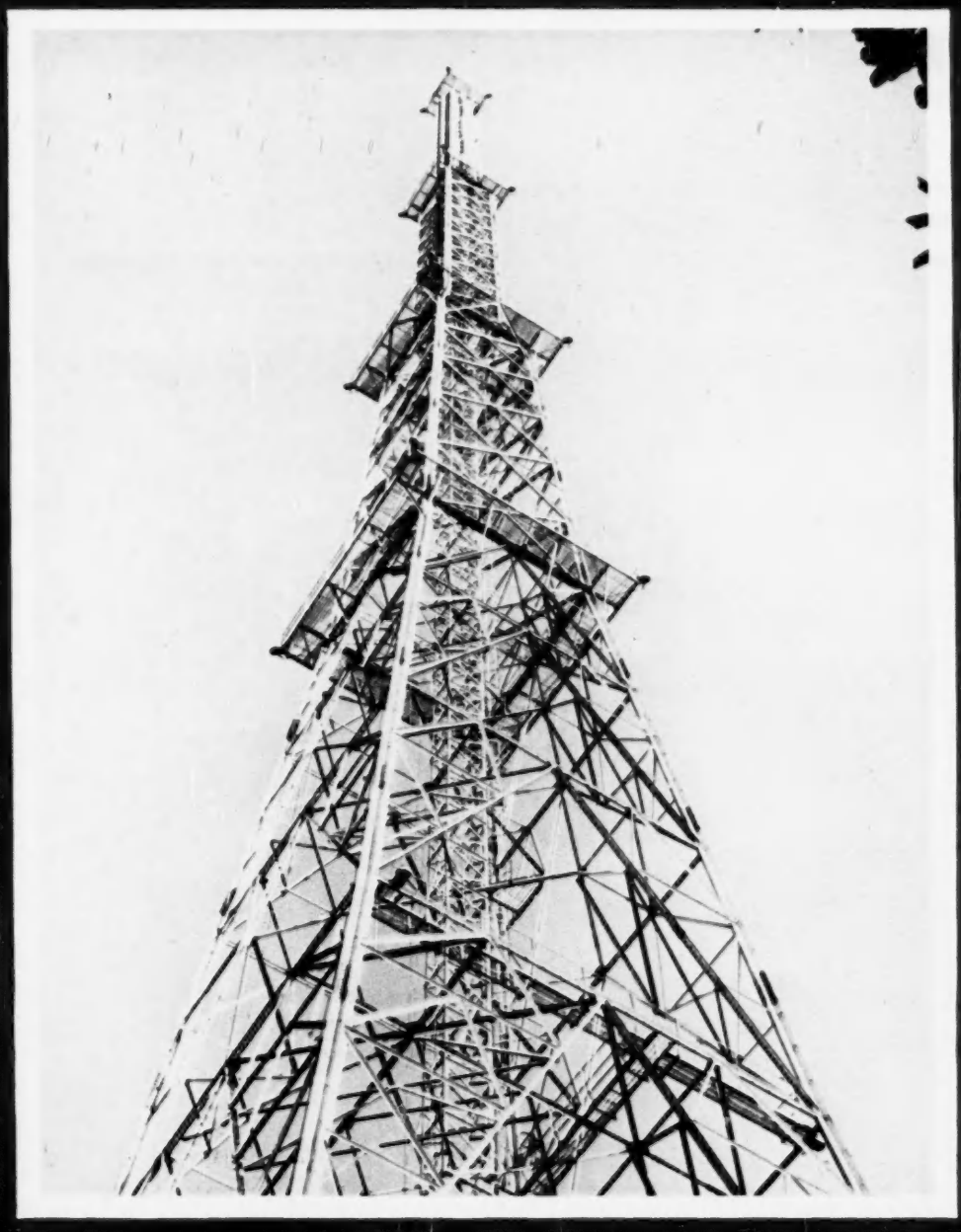

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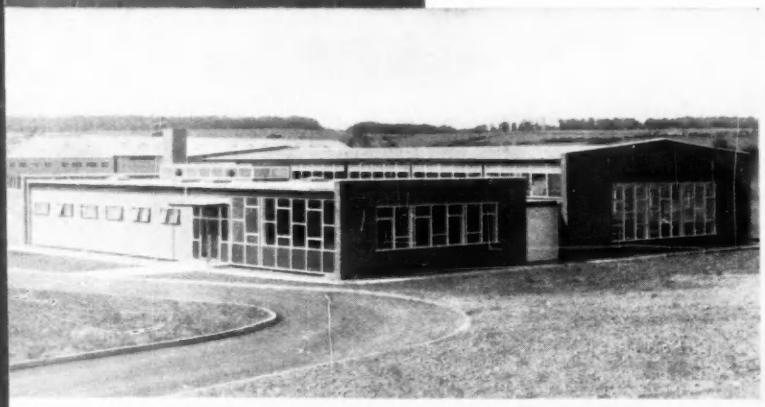

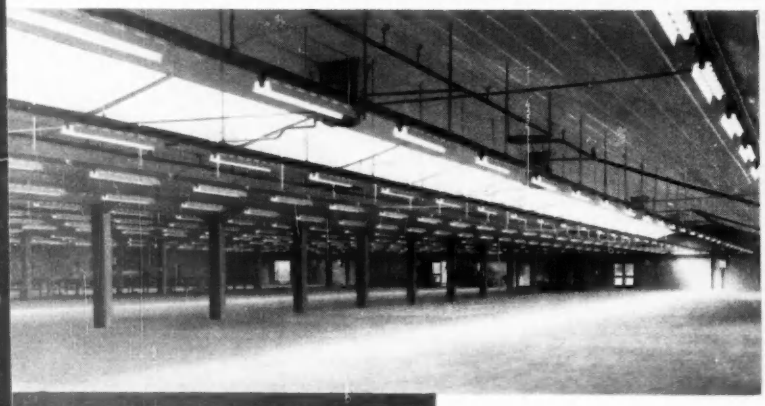

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New Trade Prospects in The Northern Trucial States

by P. H. C. Eyers

(Commercial Officer, British Political Agency, Dubai)

This picture of the jetty at Abu Dhabi, like the one on page 1310, typifies much of the Trucial States scene.

DUBAI, THE LARGEST TOWN in the Trucial States, is a small port on the southern side of the Persian Gulf. In 1957 its imports were worth £3,880,975; in 1962 they are expected to be more than £8,000,000, an increase of 106 per cent.—and the sign of a new and useful market for British exporters.

The Trucial States lie at the lower end of the Persian Gulf on the western face of the Musandam peninsula which cuts the inner Gulf off from the Gulf of Oman and the Indian Ocean. Their strategic position at the entrance of the Gulf, a position which once lent itself to piracy and plunder, has favoured trade in the last few years, and Dubai particularly has become the centre of a system of trade routes which spread into the Arabian hinterland, into Saudi-Arabia and Oman, into southern Persia and even to the Indian sub-continent, fed by the ricefields of Burma, the cotton mills of Japan and the steel works of Europe; the tea and textiles of the East, the sugar and cigarettes of the west, and many other products, now pass through Dubai to the countries on either side of the Gulf.

There are seven Trucial States in all: Abu Dhabi, Dubai, Sharjah, Ajman, Umm al Qaiwain, Ras al Khaimah and Fujairah. The British Political Agent, Dubai, has responsibilities in the six northern Trucial States; the British Political Agent, Abu Dhabi, is responsible for Abu Dhabi alone. Sharjah, Ajman, Umm al Qaiwain and Ras al Khaimah have all signed exploration agreements with oil companies in the last few months, and the advance payments made in connection with these will undoubtedly help their economies which have in the past been supported primarily by fishing and agriculture. But unless oil is found (as it has been in Abu Dhabi) Dubai will remain the centre of immediate interest for British manufacturers and exporters.

An Anomaly in the Persian Gulf

Dubai is an anomaly in the Persian Gulf, for its prosperity is independent of oil, and rests entirely upon its entrepot trade. Five years ago this trade was primarily in textiles, rice, tea and sugar. Some of the textiles came from British mills, and most of the sugar from British refineries. These lines are less important now—and British exporters of them less competitive in the qualities the market wants—but

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Export Opportunities for U.K. Traders

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the *Board of Trade Journal* under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the *Export Service Bulletin*, which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.

Front Cover Photograph

The I.T.A's. new 500 foot tower at Beulah Hill, Croydon, was built for E.M.I. Electronics Ltd., by two companies of the British Insulated Callender's Cables Group. Design and erection were undertaken by BIC Construction Co. Ltd., and the steelwork was fabricated and hot-dip galvanized by Painter Bros. Ltd., of Hereford. This photograph of the completed tower shows the Band III aerial array mounted on the top section. The central box lattice column rises to the 300 foot level and is designed for supporting the feeder cables.

the United Kingdom share of trade has gone up from 10 per cent. in 1957 to 20 per cent. in 1961. This is because the market has diversified—and is continuing to diversify—to the advantage of British manufacturers.

Motor vehicles, marine diesel engines and irrigation pumps, paints, cigarettes, detergents and building materials have assumed an increasingly important place in the market, and all these are supplied principally by British manufacturers. The importance of the market in these lines can be judged from the following figures:

Value of imports into Dubai in 1961

	Total	*U.K. share*
Motor Vehicles	£197,691	£112,729
Pumping sets	£144,558	£122,846
Marine engines	£128,642	£121,528
Cigarettes	£175,513	£115,202

But some imports give less cause for satisfaction; cement and sugar in particular. In both cases importers prefer, and used to buy, the British product, and in both cases now buy elsewhere because prices quoted in Japan or Poland or Belgium, as the case may be, are lower. £322,166 worth of sugar was imported into Dubai in 1961 and £148,340 worth of cement but unfortunately the share of British exporters was negligible.

The market can be expected to expand and diversify still more in the next five years; important factors in this expansion will be industry, aid and social change.

At the moment there is no industry in the northern Trucial States in the commonly accepted sense—and there are, besides the land, only two possible natural resources to be exploited: fish and oil.

Fishing Equipment may be Needed

The Persian Gulf is a rich fishing ground—and as yet hardly touched. With modern techniques for food preservation there is no reason why it should not become an important commercial fishing area; it has abundant, excellent fish and large markets nearby in Iran, Pakistan and India as well as the more distant markets which deep freezing has made accessible. There is already some prawn fishing on the Persian side,

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the prawns being frozen and exported to the United States of America. The Trucial States are admirably sited for this trade and could become a good market for British fishing equipment and expertise.

No oil has yet been found in the northern Trucial States; but as I have said above, in the last few months there has been renewed interest in the area, and Sharjah, Ajman, Umm al Qaiwain and Ras al Khaimah have all relet their concessions to American oil companies. The Government of Dubai hopes to do the same when its land concession falls vacant in December (its off shore concession remains let). The fact that all other states on the Persian Gulf produce oil commercially leads the people of the northern Trucial States to hope, naturally I think, that there must be oil here too.

In the immediate future the exploration of the concessions by the oil companies in Sharjah, Ajman, Umm al Qaiwain and Ras al Khaimah will open new markets for British exporters; directly in sales to the companies, indirectly as money is put into circulation in the various shaikhdoms by the oil companies. It is the declared policy of the oil companies to purchase as much as possible of their requirements locally.

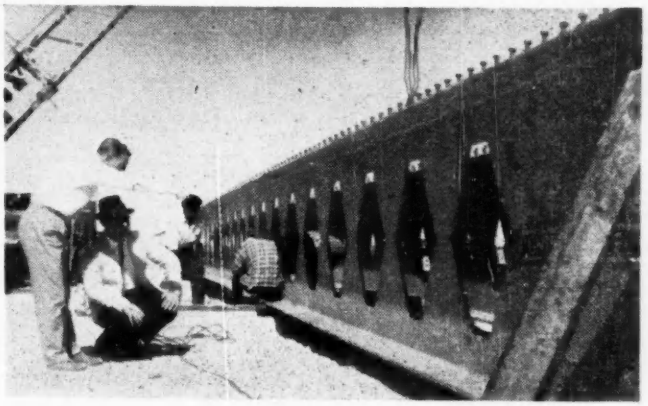
Possibilities for Agricultural Equipment

Agriculture has become of increasing importance to the economies and prosperity of the Trucial States. In 1955 Her Majesty's Government established an agricultural trials station in Ras al Khaimah. Since then the market gardens under cultivation have trebled in number as farmers have learned new crops and new techniques.

If oil is not found agriculture will prove to be a most necessary standby, for the smaller states have no other sources of wealth. If oil is found, it is likely that the market for agricultural produce and the profits involved will grow as the general standard of living goes up. On the other hand the number of men willing to work hard on the land may well drop and with capital available from oil royalties agriculture should become increasingly mechanised. (Some tractors are already being imported from the United Kingdom).

In August this year the Kuwaiti Government sent a delegation to the northern Trucial States to find out how the Kuwaiti aid promised in the past could best be spent. Their recommendations are not yet clearly known; but they are likely to include hospitals or clinics at Dubai, Ajman, Umm al Qaiwain and Ras al Khaimah, and on the Batinah coast; a number of schools, water supply schemes for Sharjah, Ajman, Umm al Qaiwain and possibly Ras al Khaimah, and a number

(*Continued on page* 1309)



A bridge is being built across Dubai Creek, a tidal lagoon which divides the parts of the town known as Dubai and Dairah. The bridge will consist of five spans just over 100 ft. in length and the beams (seen here) are made by United Steel Limited, the total value of British steel in the bridge being approximately £30,000. The bridge was designed by the consulting engineers Sir William Halcrow & Partners. Mr. M. G. Allen, Resident Engineer for this firm, who are Consulting Engineers to H.E. the Ruler of Dubai, is seen (left) talking with the author of this article Mr. P. H. C. Eyers.

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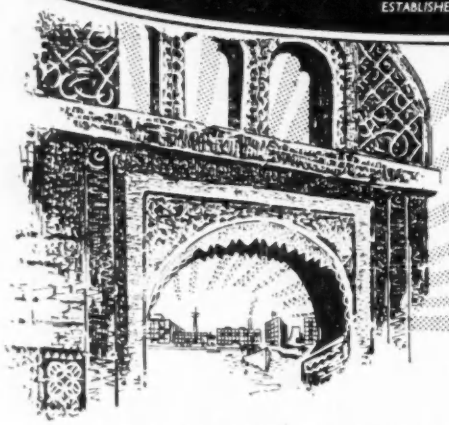

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of roads. How much the Kuwaiti Government will devote to aid to the Trucial Coast is not yet known, but it is likely to be a considerable sum, and will affect particularly the economies of the poorer states.

In the past few years most of the Rulers and many of the merchants have visited Europe and many other people from the Trucial Coast have visited Pakistan and India. This contact with the outside world, a contact renewed by the radio and by visitors and expatriates working in the Trucial States, has sown seeds of change in customs and habits. Its effects are already being felt. Standards of building have gone up everywhere, more sophisticated shops and showrooms are to be found in Dubai, and purchasing and stocking are carried out on a more reasonable basis.

But there are other, less obvious signs of change. Merchants have more westernized furniture in their homes; gas stoves are beginning to replace charcoal, even washing machines to threaten the traditional 'dhobi' or washerman. And as more and more girls go to school and as women gain greater freedom—as they have done visibly in the last two years—so their tastes have become more sophisticated and are more clearly expressed. These trends seem likely to continue until there is a middle class of developed tastes, and a considerable market for consumer products.

These three factors will determine the direction of change in the market; we can reasonably expect to see more machinery sold to the oil companies—and if a fishing industry is started, to the fishing companies; there should be considerable opportunities for manufacturers of school and hospital supplies; and the whole market should become increasingly oriented towards the consumer, as it has done in Bahrain and Kuwait.

How to Start Business

But how can British manufacturers best take advantage of the opportunities which this expanding market will offer? How best can they do business in the Trucial States? Undoubtedly the best way of starting business here, and maintaining it later, is by representatives' visits; an agent can usually be found with the help of the British Political Agency. Where a personal visit is not possible the Political Agency will supply lists of importers and advise on their suitability as agents. The Political Agency can also give status reports on merchants or firms if these are required.

Business is best done through a main agent in Dubai; sub-agencies have proved generally unsuccessful where the main agency is held elsewhere in the Gulf. The percentage paid to the main agent is often enough to price the product out of the market if it is in competition with German or Japanese products sold through a main agent in Dubai, for competition in Dubai is very keen and mark-ups are generally low.

If manufacturers wish to have only one agent for all the Trucial States, they should make quite sure that he has branches in both Dubai and Abu Dhabi (the Political Agencies can verify this). They should otherwise consider having agents in both places.

There is not as yet any prejudice in Sharjah against agents in Dubai; but if a manufacturer is aiming primarily at the oil companies in the northern Trucial States he would be wise to look for an agent in Sharjah rather than Dubai, for economic nationalism may well make itself felt in the future. Here, too, the Political Agency can advise in individual cases.

Most importers buy on their own account, but some act as commission agents as well. Business is usually by letter of credit on D/P or D/A terms. Importers prefer quotations to be C.I.F. Dubai.

Merchants in Dubai now usually hold stocks and often have proper displays (a year or so ago this was rarely so). Manufacturers should of course make sure that their agents are prepared to do so, and should help them with advertising material for the showroom.

Advertising to the general public in the Trucial States is never an easy matter; literacy is still not high, no one language is common and there are few media. Probably the cinema is the most effective; the cinemas in Dubai and Sharjah both accept advertisements. There are also a number of periodicals which are fairly widely read by the merchant class (details of these may be obtained from the Board of Trade or the Political Agency, Dubai).

Exporting to the Trucial States is generally trouble-free. The only goods whose import is restricted are arms, ammunition, explosives, dangerous drugs, narcotics, alcohol and artificial pearls. Customs

(*Continued at foot of next page*)

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Abu Dhabi Holds Good Opportunities for British Exporters

An oil company superintendent uses a Land Rover to visit Murban 6, one of the Abu Dhabi Petroleum Co.'s oil wells.

By R. D. Gordon, Commercial Officer, Abu Dhabi

ABU DHABI IS THE LARGEST, and potentially the richest, of the seven independent shaikhdoms known collectively as the Trucial States. 16,000 square miles in area, it is situated in the Persian Gulf on the northern shore of the Arabian Peninsula, 250 miles south east of Bahrain between the State of Qatar and the small thriving shaikhdom of Dubai. It is the newest of the Gulf oil States, with a revenue derived almost entirely from oil: oil royalties from Abu Dhabi Marine Areas Limited, operating from Das Island, ninety miles off shore, where production at the rate of about 4,000 tons per day in July, 1962; and the concession payments and advances against royalties from Abu Dhabi Petroleum Company Limited, whose base is at Tarif on the coast, 80 miles west of Abu Dhabi town. This Company expect to begin production in 1964, at approximately six million tons per annum. The activities of these two companies have already had a dramatic influence on this small State and its people.

The Town

Access to the town of Abu Dhabi is difficult, situated as it is at the point of an island surrounded by shallow water and connected to the mainland by a causeway and ten miles of salt mud flat. This mud flat is frequently inundated by the sea and often treacherously difficult to cross during winter. Ships, which are calling at Abu Dhabi in increasing numbers, are forced to lie off shore in open water about four miles out, because of the shallow water. Goods at present have to be lightered ashore to be off-loaded at a small jetty. The easiest way to Abu Dhabi is by air; Gulf Aviation fly three eastbound and three westbound services a week through Abu Dhabi.

The Climate

Abu Dhabi is very hot and humid during the summer months – May to September – shade temperatures of up to 120°F. are not uncommon and humidity is often as high as 95 per cent. Air-conditioning is essential during these months. From October to April, the climate is pleasant and some slight rain can usually be expected between December and March.

Population

The population of the State is estimated at about 14,000 people in all and is distributed between three main centres – Abu Dhabi town (about 5,000), Buraimi Oasis (between 6,000 and 9,000 according to the season) and the group of oases on the edge of the Empty Quarter known as the Liwa (about 3,000). There have already been signs of a rapid increase in the population in Abu Dhabi town, where a year ago there were less than 3,500 people. The increases has come mainly from Pakistan, Jordan, Persia and India. Many labourers from these areas have been lured by the prospect of work with the oil companies, though some more enterprising are trying to set themselselves up as small shop owners (grocers, tailors, barbers, restaurateurs, etc). This large influx poses a considerable health problem in a township that as yet has no medical service, no reliable water supply, no power supply or sanitation system. Despite this influx there is a great shortage of skilled labour for the oil companies, their contractors and the construction companies now operating in Abu Dhabi. It is impossible to meet the demand for skilled labour from local sources because there have until recently been no facilities for training apprentices and because the majority of Abu Dhabi nationals find it hard to adapt themselves to the sort of work that is required by modern concerns in a rapidly expanding town. Inevitably, therefore, in the early stages as Abu Dhabi expands and development proceeds there will be a large increase in the expatriate population. It is estimated that the population of the town will grow to something in the region of 25,000 within 5 years.

Government Organization

Abu Dhabi has yet no government organization capable of coping with a fast developing State with the prospect of great wealth, although the Ruler's Secretary and the Political Agent are actively trying to establish one with the Ruler's approval. Already some progress has been made in recruiting key personnel.

Development

In the winter of 1961 the Ruler commissioned two firms of consulting engineers to draw up a five-year development plan for Abu Dhabi. At the end of May, 1962, the consultants submitted a £26 million scheme to the Ruler, comprising among other projects, a port, power station, water distillation plant, roads, an airport and detailed town plan.

Work has already begun on the first stage of this plan and contracts for the construction of a jetty, roads and some houses for staff have been let. Specifications for the power station and water distillation plant have been issued and it is hoped that the contract will be let this winter. British contractors were priced out of the field by the Middle East contracting firm CAT, who secured all the first-stage projects, sub-contracting the jetty to the Austrian firm of Ast.

At the same time as this £26 million scheme is being implemented,

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Northern Trucial States (*Continued*)

duty at Dubai is only 4.625 per cent. on invoice value (except on air parcels and goods in transit to Abu Dhabi on which it is 2 per cent.). And not only is the standard of commercial honesty in general high, but the people are charming and easy to deal with.

There are daily flights from Doha and Bahrain to Dubai or Sharjah and there are now hotels at Dubai as well as Sharjah. Business visitors have no difficulty in obtaining visas for the Trucial States.

In short the northern Trucial States are a small but useful and expanding market for British exporters, where British products and visitors are welcome; and exporting to the Trucial States is straightforward and trouble-free. But they present an equally attractive market to our competitors in Europe and the Far East, and our position can only be maintained and improved by hard selling of good products at competitive prices. For the manufacturer prepared to sell hard the rewards even in this small market are considerable.

the land concessionary oil company, A.D.P.C., is pressing ahead with a crash programme to construct an oil terminal at Jebel Dhanna, 120 miles west of Abu Dhabi town and 60 miles north of the Murban oil field. This scheme, to be completed by 1964, when production is scheduled to begin, will cost about £14 million. George Wimpey and Company have secured a considerable part of the contract.

All this activitiy is having a profound effect on Abu Dhabi town which is fast losing the appearance of the simple fishing village that it was not very long ago. Along the water front and creeping into the bazaar are signs of change. On the seashore is a British manufactured water distillation plant producing 11,000 gallons of water a day and catering for the essential needs of the population. Water is a problem and supplies are barely sufficient even with this plant, to meet the growing demand. The provision of an adequate water supply is high on the list of priorities.

Offices of trading companies and banks already established in other parts of the Persian Gulf are also to be found in the town. BP has a marketing representative in Abu Dhabi and there is a British-owned cold store which was opened at the end of September and from which it is possible to buy frozen foodstuffs in bulk.

The oil companies are doing what they can to increase their local purchases, but, so far, this has proved difficult because few Abu Dhabi merchants hold direct agencies. The companies have found that if a merchant does not stock the goods they require, but has to order them either through a main agent elsewhere in the Gulf, or direct from the manufacturer, the price asked by the Abu Dhabi merchant is usually 25 per cent. more than the companies would themselves have to pay ordering direct. Even so, the quarterly value of the companies' local purchases already amount to about £23,000. If local merchants held agencies for and stocked such everyday commodities as electric light bulbs, wire, bolts, nuts, paints, rope, etc. there is no doubt that the local purchase figure would be far bigger. The oil companies are anxious to encourage local merchants to stock their requirements. Contractors, too, would like to be able to purchase materials locally. Here is an opportunity for British manufacturers.

The Business Community

The few Abu Dhabi merchants who exist have restricted business experience and capital. It is very difficult, therefore, to decide how to start doing business in Abu Dhabi. Although there is no objection from the Ruler to British firms establishing themselves (indeed, he has so far preferred them to other foreign companies), it is wise to associate with a local merchant and train him to take a useful part in the company's affairs. Admittedly, little is known outside the Trucial Coast about the standing and capabilities of Abu Dhabi merchants, and there are the usual doubts about appointing local merchants as agents but the Commercial Officer at the British Agency will always help firms wishing to find local agents.

This problem of agencies is one which is causing the British commercial representatives in the area considerable concern, for it is not peculiar to Abu alone. Most local merchants are discouraged when they make an inquiry of a British principal and are told that they should refer their query to an agent already appointed in one of the leading Gulf trading centres, such as Bahrain or Dubai. Sometimes they are told to contact an agent in Beirut who may never have seen or heard of this remote part of the Arabian Gulf. When they receive such replies, their immediate reaction is to look to other countries for the goods they require and they are not often disappointed. While it is not unreasonable for British principals to be reluctant to alter existing agency arrangements for fear of offending an old-established agent, who has in most cases done satisfactory business in the past, account must be taken of increasing commercial nationalism. Merchants resent having to do business through a stranger in another State, particularly when they consider themselves able (sometimes with scant justification) to handle the business themselves. Very soon British principals will be faced with the problem of having to decide if they want to lose a good market in Abu Dhabi for the sake of keeping a non-Abu Dhabi merchant happy.

Therefore, British firms if they are considering, or have been asked by local merchants to consider, doing business in the Trucial States, might wish to satisfy themselves first of all whether the firm chosen as their agent has a branch office in Abu Dhabi or has the permission of the Ruler to operate in Abu Dhabi. The commercial officers in the British Political Agencies in Dubai and Abu Dhabi will be pleased to offer every assistance in this respect to firms contemplating business in either territory. One should consider coming to terms with Abu

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Dhabi nationals and assisting them in every possible way to organise their business on modern lines. This may entail some sort of partnership agreement, or the secondment of a manager, preferably with a knowledge of Arabic and perhaps the investment of a small amount of capital. Companies contemplating entry into the territory should first get in touch with the Secretary to the Ruler of Abu Dhabi, Mr. W. T. Clark, either directly or through the Political Agency, Abu Dhabi, prior to seeking the agreement of the Ruler to operate in Abu Dhabi.

In the early stages, the market for consumer goods will not be large with such a small population, but as the population increases and the inhabitants become richer as a result of the local expenditure of oil revenues, there will be a demand for more and more consumer goods, cars, refrigerators, radio and (later) television receiver sets, air conditioning units and so on. The market for capital goods, plant, building materials, cement, paints and timber will be very valuable from the outset.

Buraimi Oasis

While Abu Dhabi town on the coast is taking its first steps forward, there is growing activity in the Abu Dhabi villages of the oasis of Buraimi, ninety miles inland of Abu Dhabi island. These villages are administered by the Ruler's youngest brother, Shaikh Zaid bin Sultan, who is most energetic and very interested in improving the area.

Of the Abu Dhabi villages that of Al 'Ain is the largest and most important. It is here that Shaikh Zaid lives and here that there have been noticeable signs of development. In less than a year the number of shops in the bazaar has grown from about forty to over a hundred and a Dubai merchant, regarded as one of the leaders of the Buraimi merchant community, proposes to supply the shops and adjacent houses with electricity.

Buraimi has no water problems. Abundant fresh water is to be found in the area, which covers about 100 square miles, in a system of "falajes" (underground channels) at depths varying from three to forty feet and is pumped to the surface to irrigate the date and vegetable gardens. Shaikh Zaid has distributed over 100 pumps to the farmers of the district on easy repayment terms. He has also purchased

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a tractor and some implements which will be used extensively in his plan to extend the gardens of the oasis.

The greatest incentive Shaikh Zaid has given to his followers in the area was the establishment, at his own expense of an agricultural station earlier this year. This will be run by an Indian, with a Pakistan assistant, both with farming experience elsewhere in the Middle East. Seeds and fruit trees are arriving now in time for the winter planting. The Agricultural Supervisor will advise local farmers or methods of improving productivity including the use of chemical fertilisers. This agricultural development is designed to turn the Abu Dhabi part of the oasis into a productive region capable of supplying quantities of fruit, vegetables and cereals for the growing capital on the coast, the oil companies and possiblly elsewhere in the Gulf.

Buraimi is also the great summer resort for many of the inhabitants of the Trucial Coast and the interior. The Arabs from the coast go up to Buraimi in summer to escape the oppressive humidity. The Arabs of the desert take their livestock there because of the abundance of water. Shaikh Zaid believes that more and more people, bedouin and businessmen alike, will want to come to the area.

So far, most of the efforts of British firms in the Shaikhdom of Abu Dhabi have been concentrated on the capital, but Buraimi is an area which deserves consideration and already some of the business concerns established in Abu Dhabi are looking in that direction. Communications by road are becoming easier, although it is still a 3½ hour drive through the desert from Abu Dhabi. Soon it is hoped than an airstrip will be made serviceable there to take commercial aircraft as Shaikh Zaid is eager to see a regular air service to Bruaimi from Bahrain, Abu Dhabi and Dubai.

Conclusion

Abu Dhabi's annual income in 1965 may be as much as £30 million. British manufacturers and commercial interests are well placed to take full advantage of the expansion that will come, but it means an effort now on the part of everyone interested in this market. The State, its Ruler and its riches have received much publicity in the British press. Recently Independent Television News made a film of the area which is to be shown on I.T.V., but much more is likely to be learned by a personal visit to this fascinating area of great commercial promise. These visits are greatly appreciated by the local businessmen. Visitors should be in possession of a valid visa for Trucial States (which can be used for both Dubai and Abu Dhabi) and this can be issued on application to the Passport Office in London, to any British Consular officer abroad, or to the Political Agencies in Dubai or Abu Dhabi. Accommodation can be arranged easily at the luxurious Beach Hotel, Abu Dhabi, which was opened in September.

The Political Agency, Abu Dhabi, will be pleased to answer any questions arising from this article and to put United Kingdom exporters wishing to appoint agents in Abu Dhabi in touch with suitable local merchants.

REPRINTS OF ARTICLES

Reprints from the Board of Trade Journal, **which should be ordered within one week of publication,** *cost* £3 0*s.* 0*d. per page* (*or part*) *for* 250 *copies.* (*Larger quantities will be supplied at a charge of* 5*s.* 0*d. per page for each additional* 125 *copies*). *Orders and remittances for reprints should be addressed to the Director of Publications* (*P.2*), *H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.*1. *Cheques should be made payable to H.M. Paymaster-General. Information regarding Subscriptions, Editorial Communications and Advertising in the* Board of Trade Journal *will usually be found on the first page.*

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Mr. Frederick Erroll (left), President of the Board of Trade, with Dr. Maurice Ponte at a reception in London recently, to mark the opening of C.S.F. United Kingdom Ltd. Dr. Ponte is President of the parent firm Compagnie Generale de Telegraphie Sans Fil. *Fox Photo*

Mr. Alan Green, Minister of State, Board of Trade (right) talking to Mr. Paul Reilly, Director, Council of Industrial Design, when he visited the Design Centre, London, recently.

Fear of Change Can Impede Progress

'UNLESS WE CAN ERADICATE the fear of change we shall not benefit from the tools of progress which science and technology have offered us,' Mr. Ernest Marples, Minister of Transport, said at Greenock on December 14. 'The problem now is not really so much technical as human and psychological. It can be solved only by government, management and men working in close and harmonious partnership.'

The Minister said that in a thousand years from 912 to 1916 mankind progressed from the bow and arrow to the tank. In 29 years from 1916 to 1945 we moved from the tank to Hiroshima's atomic bomb equal to 30,000 tons of T.N.T. In 17 years from 1945 to 1962 we had seen the first atomic bomb develop to the 50 megaton nuclear bomb.

'Science and technology have produced similar advances in industry,' he added. 'It is now a fact of life that all the civilized world has the tools of immense material wealth. The problem remaining is a psychological one of persuading men and women to change from old techniques to new ones, from old industries and products to new ones, and from old jobs to the new ones. We accept change in principle as a nation. We regret change in practice as individuals when it affects us personally.'

Mr. Marples was speaking at a luncheon following the launching of the 9,000 ton cargo liner 'Clan Macgowan', being built by the Greenock Dockyard Company for the British and Commonwealth Shipping Company.

EFTA Bulletin

The current issue of the EFTA Bulletin includes articles on 'Switzerland and Europe,' and 'Direction of Trade of EFTA Countries, January-September 1962.' Copies: Information Department, EFTA, 10 Avenue de Bude, Geneva, Switzerland. Free.

Mr. Alan Green Sees Men's Clothing Exporters

WHEN THE Export Committee of the Clothing Manufacturers' Federation visited Mr. Alan Green, Minister of State at the Board of Trade on December 19, they were able to tell him of the findings of the missions and teams which visited Europe during the past year as part of the Federation's export drive. They were able to give an optimistic report.

The heads of the various missions and teams recently addressed a full export conference of Federation members and gave a detailed report of the problems to be found in individual markets regarding taste and style and colour, and price. Overall, the export teams found that Continental buyers are impressed with the standard of British tailoring and that if Britain joins the Common Market the lowering of tariffs against our men's clothes should help Federation members to compete successfully. In every country visited buyers were very enthusiastic about the quality of British cloth which they freely admitted surpassed anything produced in Europe.

Swedish Bouquet for British Glass Exports

Q. V. F. Ltd., the chemical engineers in glass, of Stoke-on-Trent, recently received a telex message from their Swedish agent that an explosion had wrecked most of a glass-pipeline installation in a factory.

The Swedish company required a large quantity of five-inch and six-inch bore glass-pipeline – and it had to be amber-tinted. They also stipulated that the company who could give quickest delivery would get the order.

In face of fierce competition from European manufacturers, Q.V.F. quoted price and delivery within three days. The Swedes sent back a telex message: 'First class! You get our future orders'.

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Letters of Appreciation

How Official Services Help U.K. Exporters

The letters quoted below have been sent by U.K. businessmen to home or overseas officers expressing appreciation for their assistance in furthering export business. A list of British commercial representatives overseas appeared in the* Board of Trade Journal *of November 16, 1962 (pages i - viii).

SCANDINAVIA & N.W. EUROPE

I recently undertook on behalf of my Board, a trade visit to selected overseas centres in order to further the interests of the Port of Aberdeen.

An approach was made, through the local Chamber of Commerce, to the Board of Trade District Office at Inverness. The project was discussed in some detail and the objectives were explained.

The Board of Trade officials thereupon undertook the overall planning and arranged with the appropriate Consular Officers overseas for the drawing-up of a local programme for each centre.

The main centres visited in the course of three weeks were Copenhagen, Gothenburg, Stockholm, Oslo, Bergen, Kiel and Hamburg. The journey was a complete success in every way.

Officials of public departments are often criticised, but seldom praised, and I should like to record my deep appreciation of the excellent work done by the Board of Trade officials at Inverness and by the Consular Officers abroad. The excellent home and overseas planning by these officers, and the personal attention which they so willingly gave to me at all times. wherever I was, enabled me to carry out my task and achieve a great deal in a comparatively short period.

Without their assistance this would not have been possible, and, in the knowledge that such an organization is available, I would not hesitate to undertake a similar mission.

Aberdeen Harbour Board, Aberdeen.

UNITED STATES

I feel that I should write to let you know how effectively the Overseas Commercial organization of the Board of Trade operated during my recent visit to the United States.

The initial introductions related to my visit were made, at very short notice, by the Board of Trade, Leeds. In New York and Cleveland I was very ably assisted by the Consular officers. I would like to compliment all of these gentlemen on the promptness and efficiency with which they expedited our affairs.

You will be pleased to know that my visit revealed the possibility of a considerable increase in our American exports.

Towler Bros. (Patents) Ltd., Rodley, Nr. Leeds.

Presentation of a Board of Trade plaque to commemorate a British Fortnight at the Chicago department store, Carson Pirie Scott. Left to right: Mr. A. G. Gilchrist, the British Consul-General; Mr. G. C. Mayhew, Deputy Consul-General; Mr. Norbert Armour, senior Vice-President of the store; Mr. John T. Pirie Jr., their Chairman; and Mr. C. Virgil Martin, their President.

Sir Humphrey Trevelyan, British Ambassador to Moscow, recently visited the Hayes plant of E.M.I. Electronics Ltd., where he was shown a wide range of the company's latest electronic equipment, including Emicon machine tool control, Robotug driverless trucks, a colour television system in operation, and a display of the company's electronic valves and instruments. Sir Humphrey (*centre*) examining an E.M.I. tape-controlled Cincinnati drilling machine, accompanied by by Mr. P. A. Allaway (*right*), managing director of E.M.I. Electronics Ltd., and Mr. F. G. Helps, manager of the company's Industrial Division.

FRANKFURT

I write to thank you for the courtesy, attention and considerable time you were able to give both to Mr. Abrahams and myself during our visit. We also obtained much help from Düsseldorf, and from other contacts made in that area.

May I, as a British businessman, say that the work and attitude of the Consular Officers gives me considerable encouragement, and I consider that any potential British manufacturer has a valuable service at his elbow, if he would use it.

Middlesex Prefabricated Buildings Ltd., Hounslow.

MELBOURNE

We take this opportunity of referring to the advice you were kind enough to give us with your letter and very much appreciate the very detailed information therein given. We have found it very helpful and we are pleased to inform you that we are now in touch with a possible agent in Australia and we are hopeful that this new contact will lead to satisfactory results.

Welch, Margetson & Co. Ltd., London.

CASABLANCA

Thank you for advising us of the names and addresses in Casablanca who may be interested in the vehicles offered – to whom we have sent brochures and current stock lists.

We trust that business will result in due course and appreciate your co-operation and assistance in this matter.

Comberhill Wakefield (Garages) Ltd., Wakefield.

OGL for Aluminium Scrap and Metallic Residues

AT the request of the Ministry of Aviation the Board of Trade announce that arrangements have been made to permit the continued export of specified types of aluminium scrap and metallic residues.

An Open General Licence has been issued permitting the export to any destination during the period January, 17, 1963 to February 16, 1963 of aluminium scrap and residues as detailed below:

(1) Scrap and old metal being material wholly or mainly by weight of aluminium or alloys containing 70 per cent. or more by weight of aluminium, other than:
  (i) scrap derived from wrought material (including foil);
  (ii) scrap comprised of articles consisting wholly or mainly by weight of wrought material;
  (iii) unused cast scrap;
  (iv) swarf, turnings, millings, borings and routings;

(2) Metallic residues, the following:
  (i) Aluminium skimmings and dross;
  (ii) Aluminium ball mill dust.

Inquiries about this Licence should be made to the Board of Trade, Export Licensing Branch, Gavrelle House, Bunhill Row, London, E.C.1. (Tel. Monarch 4071). Copies of the Open General Licence will be obtainable from H.M. Stationery Office, Kingsway, London, W.C.2 and branches. Price 3d. By post 5½d.

Notes:– The new Open General Licence allows for a further period of one month the continued free export of certain specified types of aluminium scrap and metallic residues. The current Open General Licence covers the period from October 17, 1962, to January 16, 1963, and details of it were given in the *Board of Trade Journal* of October 12, 1962, page 746.

Annual Abstract of Statistics

THE 1962 edition of the Annual Abstract of Statistics prepared by the Central Statistical Office in collaboration with the Statistics Divisions of Government Departments, some of the information having been provided by nationalized boards and trade associations, has been published. It brings together statistics relating to the social and economic affairs of the United Kingdom and gives annual figures, as far as they are available, for the year 1938 and for each of the years 1951 to 1961. Some of the tables include figures for the early months of 1962.

This issue contains 365 tables of official statistics covering a wide range of subjects including vital statistics, social conditions, labour, production, transport, trade, national income and expenditure, home and overseas finance, banking, insurance and prices.

There are twelve new tables which provide figures relating to a wide variety of subjects including private investment overseas, average earnings of administrative, technical and clerical workers, student teachers in initial training and agricultural output at constant prices.

Copies: H.M. Stationery Office. Price £1 2s. 6d.

Revised Fees for Designs

FROM December 20,, 1962 Rules came into force under which higher renewal fees will be charged for designs registrations due to expire after February 7, 1963; and after that date there will be a general increase in fees for new applications and for a number of other designs matters. These fees have remained unchanged since 1955 despite considerable increases in administrative costs.

Under the new Rules the Designs Registry in London will remain open until 6 p.m. on Mondays to Fridays for the filing of applications and other documents.

Copies of the Rules, the Designs (Amendment) Rules ,1962 (S.I. 1962 No. 2729) are obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. Price 5d. By post 7½d.

Note – The ordinary designs application fee is being increased from £1 to £4 and textile designs applications from 10s. to £2. The first renewal fee (after 5 years) is being increased from £4 to £8 and the second renewal fee (after 10 years) from £8 to £16.

The new fees are aimed at covering the cost of running the Designs service: a principle which accords with the recommendations of the Johnston Committee on Industrial Designs (Cmnd. 1808).

The extension of office hours for the filing of applications etc. is also in line with the recommendations of the Johnston Committee and brings the practice of the Designs Registry into line with that of the Patents Branch of the office.

Business Monitor : Production Series

THE FOLLOWING titles and issues of Business Monitor Productiou Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1.

Monthly at £1 a year, post free:
Rotating Electrical Machinery for August 1962.
Salt for September 1962.
Clothing for October 1962.

Quarterly at 7s. 6d. a year, post free:
Footwear for July – September 1962.
Gloves & Mittens for July – September 1962.

Cinema Admissions and Takings

DURING November the weekly average of admissions to cinemas in Great Britain was 7·0 million and the weekly average of gross box office takings was £1·04 million. Detailed analysis of seating capacity, admissions, takings and employment in cinemas open at December 31, 1961, are available on request to Board of Trade, Statistics Division, Room 9348, Horse Guards Avenue, London, S.W.1.

Planning Another Export Drive

Members of the British Menswear Guild Council meet to plan another export drive during 1963. Seated (*left to right*) are: Mr. J. K. G. King, Mr. Gilbert Peake, Mr. Gerald Abrahams, Mr. Oscar Schoeffler (U.S. fashion commentator, guest speaker), Mr. Roy Warden (chairman of the Guild Council) and Mr. P. A. O. McGrath (secretary). Standing (*left to right*) Mr. G. Gotto, Mr. H. Wallach, Mr. S. Cook, Mr. Amyas Chichester, and Mr. Donald Byford.

The Economy – Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1957 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1957	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £ m.	19,991	—	16,050	15,232	15,232	7,637	3,493	922	699	591	1,205				
1958	100	100	100	100	100	101	100	100	100	100	100	+ 99	+ 36	+14	+16
1959	103	105	106	105	104	105	107	94	114	113	109	+173	+ 73	+15	+48
1960	108	112	114	109	108	108	118	110	124	129	114	+580	+520	+38	+35
1961	110	114	121	114	109	111	127	130	132	136	121	+263	+230	+15	+ 5
1961															
2nd Quarter	110	115	121	113	109	111	127	131	130	135	124	+ 81	+ 60	+16	+14
3rd Quarter	111	115	121	115	109	111	131	135	139	139	125	+ 13	+ 53	— 8	—24
4th Quarter	111	113	122	115	109	111	125	130	128	139	114	+ 82	+ 64	— 1	—11
1962															
1st Quarter	108	113	124	116	109	111	125	122	118	133	127	— 42	— 32	—16	+33
2nd Quarter	111	116	126	119	111	110	127	120	129	139	126	+ 25	+ 32	—10	—11
3rd Quarter		117				112		109*	133*				+ 29	+13	+ 1
1962															
April	..	115	..	..	..	110	..	..	..	..	..	..	..	..	..
May	..	116	..	..	..	111	..	..	..	..	..	..	..	..	..
June	..	117	..	..	..	110	..	..	..	..	..	..	..	..	..
July	..	116	..	..	..	110	..	..	..	..	..	..	..	..	..
August	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
September	..	118	..	..	..	113	..	..	..	..	..	..	..	..	..
October	..	115*	..	..	..	111	..	..	..	..	..	..	..	..	..
November	..		..	..	..		..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £ m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+328
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+31	..	157	+21	..	106	105	+111
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	—96	..	212	+55	..	121	112	—301
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	—32	..	213	+ 1	..	117	116	— 77
1961																
2nd Quarter	126	124	113·8	+3·0	105·1	119·2	129·7	282	—55	—57	241	+40	+32	116	115	— 29
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	—20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+77	+49	175	—61	—32	116	115	— 2
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+69	+42	150	—25	— 7	117	116	+ 9
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	—21	—57	172	+22	+32	118	121	+ 37
3rd Quarter	119*	92*	119·7	+3·8	102·2	120·8*	137·3	390	+ 3	—34	156	—16	+ 7	123	121	
4th Quarter								491*	+101*	+49	120*	—36*	—32			
1962																
April	121	98	119·7	+5·6	103·8	120·2	135·3	403	— 5	—21	159	+ 9	+13	115	119	..
May	121	100	120·1	+5·7	103·4	120·3	135·7	389	—14	—22	178	+19	+ 8	121	119	..
June	120	99	120·9	+5·5	102·6	120·5	135·9	368	—21	—33	179	+ 1	+12	118	124	..
July	119*	95*	120·4	+5·1	102·6	120·6	137·0	371	+ 3	—15	167	—12	+ 4	125	123	..
August	119*	93*	119·4	+3·2	102·0	120·8	137·3	392	+21	+ 9	154	—13	— 8	124	117	..
September	119*	92*	119·3	+3·3	101·9	121·1*	137·5	407	+15	+13	147	— 7	— 8	120	123	..
October	118*	98*	119·1	+2·9	102·1*	121·1*	137·6	456	+49	+26	131	—16	—11	126	127	..
November			119·6	+2·3	102·6*	121·1*	138·5	497	+41	+18	118	—13	—14	120	115	
December								520*	+23*	— 1	110*	— 8*	—12			

† NOT seasonally adjusted. * Provisional.

January issue: INDIA — State of Economy.
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United Kingdom Quarterly Balance of Payments

PROVISIONAL ESTIMATES of the summary balance of payments for the third quarter of 1962, together with estimates for previous quarters, have been published by H.M. Treasury. They are shown in Table 1. Seasonally adjusted estimates of the current account are given in Table 2. Since the seasonally adjusted figures are based on a relatively short series of data, they should be interpreted with caution and treated as subsidiary to the unadjusted figures.

Current Account

The balance of visible trade in the third quarter is estimated as a deficit of £54 million compared with a surplus of £17 million in the second quarter. Imports fell by £20 million to £995 million, but exports and re-exports fell by £91 million to £941 million. On a seasonally adjusted basis the trend of imports was upward whilst exports showed very little change after the strong increase in the preceding quarter, and as a result, the visible balance deteriorated by about £40 million.

Net invisible earnings in the third quarter are estimated at £9 million compared with £59 million in the previous quarter. Much of the fall was due to a seasonal increase in travel expenditure, and a decline in net oil receipts. On a seasonally adjusted basis the decrease in total net earnings was therefore comparatively small.

Thus the current account as a whole showed a deficit of £45 million compared with a surplus of £76 million in the second quarter. More than half of the deterioration was due to seasonal factors.

Long-term Capital Account

The balance of long-term capital is estimated as a net outflow of £53 million. Inter-Government loans resulted in a net outflow of £26 million whilst net private investment abroad amounted to £27 million. Inward portfolio investment, which fell away in the second quarter, seems again to have been very small in the third quarter.

Monetary Movements

Gold and convertible currency reserves fell in the third quarter by £229 million but United Kingdom liabilities in the form of overseas sterling holdings were reduced by £264 million. There was a net outflow of £5 million in other accounts. The balance of monetary movements was therefore favourable to the extent of £30 million.

The main reason for the fall in the reserves was the repayment by the United Kingdom of the outstanding balance (£183 million) of the 1961 drawing from the International Monetary Fund. The reversal of the sterling/dollar swap arrangements with the Federal Reserve Bank of New York further reduced the reserves by £18 million. The I.M.F. repayment was the principal factor in the fall of £195 million in the sterling holdings of non-territorial organizations. The sterling holdings of countries in the sterling area fell by £25 million and those of non-sterling countries by £44 million (£18 million of which was the swap referred to above).

(Continued at foot of next page)

United Kingdom Balance of Payments

TABLE 1. £ million

	1960	1961	1961 I	1961 II	1961 III	1961 IV	1962* I	1962* II	1962* III
CURRENT ACCOUNT:									
Imports (f.o.b.)	4,100	4,006	1,054	1,026	945	981	1,012	1,015	995
Exports (f.o.b.)	3,707	3,863	983	982	914	984	979	1,032	941
Visible balance	—393	—143	— 71	— 44	— 31	+ 3	— 33	+ 17	— 54
Government (net)	—287	—338	— 86	— 89	— 86	— 77	— 97	— 92	— 88
Other invisibles (net)	+379	+404	+113	+117	+113	+ 61	+150	+151	+ 97
	+ 92	+ 66	+ 27	+ 28	+ 27	— 16	+ 53	+ 59	+ 9
Current balance	—301	— 77	— 44	— 16	— 4	— 13	+ 20	+ 76	— 45
LONG-TERM CAPITAL ACCOUNT†:									
Inter-Government loans (net)	— 91	— 14	— 21	+ 23	+ 10	— 26	— 11	— 14	— 26
U.K. subscription to I.M.F., I.D.A., and European Fund	— 10	— 9	—	—	—	— 9	—	—	—
Other U.K. official long-term capital (net)	— 1	— 19	— 2	— 11	— 2	— 4	—	— 2	—
Private investment (net)	— 91	+ 68	+ 65	— 81	— 16	+100	+ 30	— 44	— 27
Balance of Long-Term Capital	—193	+ 26	+ 42	— 69	— 8	+ 61	+ 19	— 60	— 53
Balance of Current and Long-Term Capital	—494	— 51	— 2	— 85	— 12	+ 48	+ 39	+ 16	— 98
BALANCING ITEM	+312	+ 80	+ 9	+ 30	+ 53	— 12	+ 94	— 1	+128
MONETARY MOVEMENTS†:									
Overseas Sterling Holdings:									
(a) O.S.A. countries	—226	+153	— 39	+158	+ 2	+ 32	— 58	+116	— 25
(b) Non-sterling countries	+602	—486	—130	—176	—208	+ 28	— 51	— 28	— 44
(c) Non-territorial organizations	—156	+409	+ 4	— 1	+538	—132	— 87	— 86	—195
Gold and convertible currency reserves	—177	— 31	+ 75	+ 89	—279	+ 84	— 48	+ 7	+229
Other monetary movements	+139	— 74	+ 83	— 15	— 94	— 48	+111	— 24	+ 5
Balance of Monetary Movements (change in external monetary position)	+182	— 29	— 7	+ 55	— 41	— 36	—133	— 15	— 30

Notes: * Provisional.
† Assets: Increase—/decrease+. Liabilities: Increase+/decrease—.

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Recent Export Orders

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page

Urea Plant to be Built for Australia

A contract for the design, procurement and construction of Australia's first urea plant has been awarded to Humphreys and Glasgow Ltd., by ICIANZ Ltd., of Melbourne. The plant, which forms part of a new nitrogen complex to be established at Botany, N.S.W., will have a capacity of 100 tons of prilled urea a day.

Cables for Russian Sugar Beet Factories

78 miles of cables are to be supplied by Scottish Cables Ltd., for use in the erection of two U.S.S.R. sugar beet factories. They are being supplied through James Kilpatrick and Son Ltd., of Paisley, who received the contract for the cabling of the complete power installation and instrumentation from the English Electric Co. Ltd., London.

New Cable Installation for Mauritius

Construction (Cables & Lines) Division of Associated Electrical Industries Ltd., have been awarded a contract worth over £40,000 to supply and install underground power cable as part of a project which aims at reinforcing Mauritius's existing power transmission network. The cable, which will be manufactured at the AEI factories at Woolwich and Gravesend, will connect the new power station at Fort Victoria to the St. Louis sub-station and the island transmission system.

Ammonia Plant for Australia

ICI of Australia and New Zealand have recently placed an order with The Power-Gas Corporation Ltd., of Stockton-on-Tees, worth over £2 million, for the design and supply of a complete integrated ammonia and methanol synthesis plant. It will be erected by ICIANZ, New South Wales.

Belting Contract from Belgium

A total of 7,300 metres of belting was commissioned from BTR Industries Ltd., by Lurgi Gesellschaft GmbH of Frankfurt-on-Main. The conveyor belting is to handle hot sinter at the Hainaut Sambre (Belgium) works of the Societe Metallurgique and was vulcanized on site by BTR technicians.

New Telephone System Adopted by South Africa

Associated Electrical Industries Ltd., have supplied a new 3,900-line telephone exchange for Stellenbosch, near Cape Town. This is the first exchange of its type to be installed in South Africa. It is now being adopted as standard equipment by South Africa's Post Office, and will eventually form the background of the country's telephone system.

Steel Strand for Kuwait International Airport

Somerset Wire Company Ltd., have received an order, worth over £100,000, for multi-wire steel strand which will be used to reinforce the runway at the new Kuwait International Airport.

Balance of Payments (*Continued*)

Balancing Item

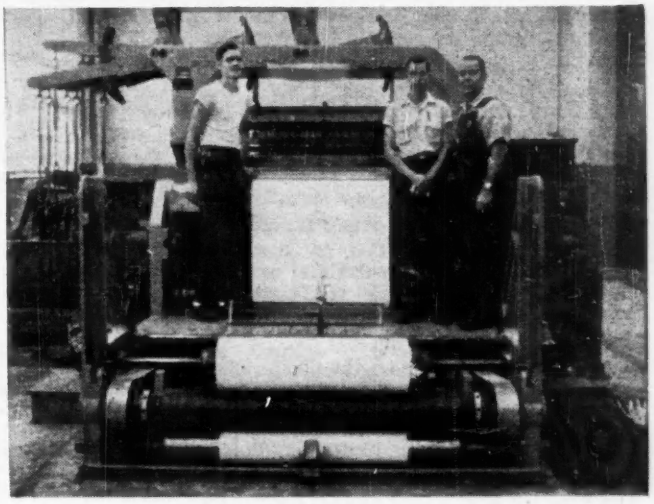
The identified balance on current and long-term capital transactions, taken together, was a deficit of £98 million. This figure is reconciled with the balance of monetary movements by a positive balancing item of £128 million, an unusually high figure for the third quarter.

Current Account Seasonally Adjusted

TABLE 2. £ million

	1961				1962*		
	I	II	III	IV	I	II	III
Imports (f.o.b.)	1,044	1,004	977	981	985	1,003	1,039
Exports (f.o.b.)	967	964	973	959	960	1,010	1,006
Visible balance	—77	—40	— 4	—22	—25	+ 7	—33
Invisible balance	+19	+11	+16	+20	+34	+30	+20
Current balance	—58	—29	+12	— 2	+ 9	+37	—13

* Provisional.



The first of the heavy belting Multi Ply looms to be installed by Wilson & Longbottom Ltd., Barnsley, Lancs., in B. F. Goodrich & Co's plant at Thomaston, Georgia. The machinery produces conveyor belting and several such looms, each weighing approx. 35 tons, have already been installed in the United States.

Dump Trucks for India

Eighteen Scammell dump trucks have been ordered by India for use on the Punjab Hydell project at Chandigarh, and on the Dandakarnaya project. Telehoist tipping gear will be fitted before shipment, but bodies and cabs will be fitted in India.

Chassis for Jamaica and India

The Indian Oil Co. Ltd., Bombay, have ordered from Leyland Motors Ltd., six 'Comet' chassis, which are to be fitted with 12,000 litre tanks and special cabs, for haulage operations in the State of Maharashtra. Four 'Super Comet' chassis have been ordered by Jamaica Omnibus Services for use on the island; they will be fitted with dual entrances and 31-seat bodies.

Equipment for East European Countries

As part of a multi-million pound contract gained by the Simon-Carves Organization, W. G. Pye & Co. Ltd., are supplying eleven process analyers, worth £30,000, for installation in new ethylene manufacturing plants being built in Czechoslovakia, Eastern Germany, Poland and Roumania. The analyzers will enable the manufacturing process to be controlled to a very high degree of accuracy.

Switchgear for the Netherlands

AEI Ltd., have received an order for switchgear, to the value of £200,000, from N.V. Provinciale Geldersche Electriciteits-Maatschappij.

Trinidad Buys De-aeration Equipment

William Boby & Co., of Hertfordshire, have received an order for de-aeration equipment which will be installed in Texaco Trinidad Inc.'s refinery in Trinidad.

Oil-filled Cable for Brisbane

Pirelli-General Cable Works Ltd., of Southampton, have supplied 20,000 yards of three core, corrugated aluminium sheathed oil-filled cable to Brisbane City Council, Australia. This completes an order worth £235,000.

Electronic Weighing System for Sierra Leone

The Solus-Schall Division of the Rank Organization have been awarded a contract to supply an electronic weighing system for the Sierra Leone Development Co. Ltd., to be used at their new iron ore loading jetty at Pepel.

(*Continued on next page*)

Recent Export Orders (*Continued*)

Bus Chassis for the Netherlands

The latest order which A.E.C. Ltd., Southall, Middlesex, have gained from the Netherlands is for nine 'Reliance' chassis, six of which will be 36ft. long and powered by the A.E.C. AH590 engines, the remainder will be powered by the smaller AH470 unit.

British Firm Extend Salaverry Port

Geo. Wimpey and Co. Ltd., London, have won a contract to work on the third phase of the Salaverry Port project in Peru. The contract, valued at £1·6 million, includes the construction of a new pier for ocean-going vessels, a 60,000 ton capacity warehouse for bulk sugar and mechanical handling plant to permit 600 tons of bulk sugar to be loaded every hour.

Automatic Bread Plant for West Pakistan

A contract, worth £25,000, for the supply and installation of bakery machinery in West Pakistan has been awarded to G. & R. Gilbert Ltd., Wallington, Surrey. Units will cover all operations from flour sifting to the slicing and wrapping of bread.

Highway Bridges for Burma

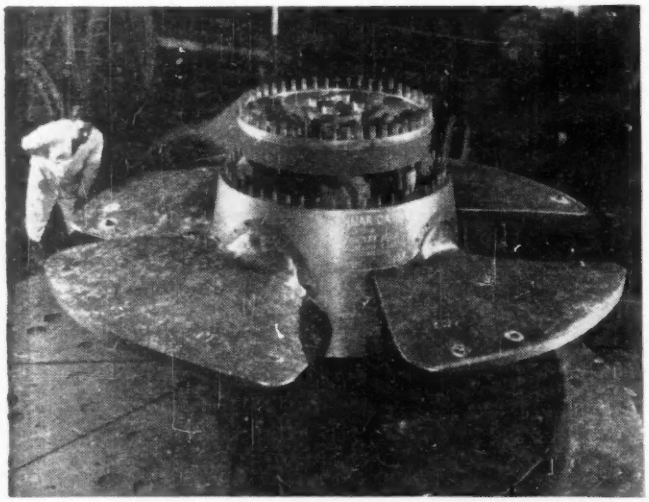
Another two Callender-Hamilton unit-construction highway bridges have been ordered from British Insulated Callender's Construction Co. Ltd., London, by the Burma Supply Organization. The bridges, which span 100ft. and 120ft., are to be fabricated and hot-dip galvanized by Painter Bros. Ltd., Hereford, and are for use on the road between Rangoon and Mandalay.

Americans use British Generators at South Pole

Three diesel generators supplied by the Perkins Group of Peterborough will provide power for lighting, heating, air conditioning and scientific apparatus for an observation post near the South Pole which will be manned by a group of American scientists carrying out a year-long study of the Aurora Borealis. Mr. J. H. Westerbeke of Boston, U.S. who designed the generators, chose the 1.6 litre Perkins 4.99 diesel engine for its economy of fuel, weight and size. One generator will run continually with two more sets in emergency reserve.

Electrical Cable for New South Wales

The Electricity Commission of New South Wales have placed an order with BICC Ltd., for 12,000 yards of oil-filled cable and ancillary equipment.



The runner hub of one of two 7,500 k.W vertical Kaplan water turbines for the Sennar power project in the Sudan, seen during assembly at the Netherton, Lancs., works of The English Electric Co. Ltd. Hydro-power was chosen as the most economic means of increasing electricity supplies in the Sudan, particularly as the dam at Sennar had already been built to provide irrigation. The £4 million contract for the project was awarded to a consortium consisting of English Electric and Siemens Schuckertwerke A.G., of Germany, and a civil engineering group comprising Siemens Bauunion G.m.b.H., Phillipp Holzmann A.G., and Julius Berger A.G., all of Germany.

Colombia Dam Contract

The Miraflores Dam contract has been awarded to Taylor Woodrow (Overseas) Ltd. The contract is worth £1½ million and it is anticipated that it will take 2½ years to construct the dam.

Impact Mills for Spanish Sugar Factory

Henry Simon Ltd., have received an order from Glucosa y Derivados S.A., Barcelona, for two impact mills for the wet milling of starch.

Rail Equipment for Swaziland and Mozambique

Round Oak Steel Works Ltd., have been awarded a contract to supply bearing plates for a new railway which will run between Bomvu Ridge in N.W. Swaziland and Goba in Mozambique.

Truck Chassis for South Africa

AEC Ltd., Southall, Middlesex, have received orders for £253,000 worth of truck chassis from the Germiston Municipality (Transvaal) and Tongaat Sugar Co. Ltd., of South Africa.

Czechoslovakia Buys Electric Furnaces

Strojimport, the Czechoslovakian buying agency, have placed an order with Birlec-Efco (Melting) Ltd., of Aldridge, Staffs., for three electric furnace installations which will be part of the heavy machine tool works project at Ranchi, Bihar, India.

Automatic Photographic Studios for Italy

An order worth more than £270,000 has been placed with Photome Studios Ltd., of Hersham, Surrey, to supply over 200 automatic coin-operated photographic studios for siting throughout northern and southern Italy.

Pipework for North Africa

A contract valued at approximately £40,000 has been awarded to the Glasgow firm of Shaw-Petrie Ltd. for the supply to Libya of prefabricated pipework.

Transmitters for Finland

British Sarozal Ltd. have gained an order worth about £20,000 for the supply of five R/T transmitters to the Finnish Director-General of Posts and Telegraphs.

Insulation for Kuwait International Airport

Expanded Rubber and Plastics Ltd., of Croydon, Surrey, have received an order for approximately £7,000 worth of insulation material for the Kuwait International Airport.

Japan Buys a Rotor Forging

Jessop-Saville have received an order to supply a rotor forging, worth about £5,000, to Japan. It will be made of heat resistant steel and subjected to a new technique, developed by the firm, to eliminate the problem of centre cavities.

Repeat Orders for British Bus Chassis in Greece, South Africa and Sierra Leone.

The Leyland Group, Leyland, Lancs, have received an order for 37 single-deck 'Worldmaster' bus chassis from ASPA, the public transport corporation in Athens. South Africa's Durban Corporation have followed up a recent £210,000 order by ordering another 30 chassis. The Sierra Leone Government Road Transport has placed a repeat order for single-deck 'Tiger Cub' chassis for use in Freetown.

British Roofs for German Industry

British Uralite Ltd., Gravesend, have received a repeat order for bitumen asbestos protected sheeting to roof factories at Budingen and Duisburg. German State Railways have also ordered 4,150 square metres and 11,000 square metres have been specified for a Hamburg building project.

Electrical Equipment for South African and Indian Railways

AEI Ltd., London, have won two railway contracts. From South African Railways they have a further £500,000 order to supply electrical equipment for motor coach units. Indian State Railways have ordered 2 million yards of rubber insulated signalling cable, or 12 million core yards, to a value of £500,000.

Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
Jan. 10	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

The above-mentioned sale will include radar, radio and electrical equipment, cable, Dakota and other air-frame spares, miscellaneous kitchen equipment and crockery, furniture, various trolleys, weighing machines, sectional metal shelters, etc.

Jan. 23	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Jan. 23	Land, 211·513 acres and accommodation land, part with probable planning permission for suitable light industrial development subject to planning consent, most with extensive main road frontage, and including 128·4 acres let at a total rent roll of £356 10s. The remainder with vacant possession, being part of the former Pocklington Airfield.	'The Feathers' Hotel, Pocklington, York.	R. M. English & Son Ltd., Pocklington, York. (Tel. Pocklington 2106 and 3198). Catalogues free.
Feb. 7	Miscellaneous stores and equipment	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292/3).
Feb. 13	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
Mar. 28	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sale, on application to the auctioneers. (Catalogues for all sales held at Maintenance Units cost 1s. 0d. each *Postal Orders only*).

TENDER SALE

Tenders are invited for the purchase and removal of a building approximate size 300 ft. by 206 ft. situated at Quedgeley, near Gloucester. Building has been damaged by fire. Apply within seven days of the date of this notice to Air Ministry (C.19a), Turnstile House, High Holborn, London, W.C.1, for tender form.

War Office

1963	Stores	Location	Auctioneers
Jan. 3-4	Machine tools, electrical equipment, etc.	Technical Stores Sub-Depot, Wem, Salop	Hall, Wateridge & Owen Ltd. (Dept. L), High Street, Shrewsbury. (Tel. 2081).
Jan. 9-10	Machine tools and miscellaneous stores including:	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).

Pneumatic hammer; universal toolroom grinder; centre lathes 7½ in. centres; shearing and punching machines; electric drills; arc and spot welders; hacksaws; cupolas; furnaces; ovens; forges and foundry moulding boxes; vertical steam boiler; degreasing plants; washing pumps; Caterpillar track press; Wylie case-nailing machines; dynamometers; guillotines; Weaver steam cleaners; woodworking machines; boot repairing machines; valve refacers; cloth cutting machines; buttonhole and darning machines; machine tools spares; cine projectors; air compressors; test equipment, etc., plus the following:

ELECTRO DEPOSITION PLANT

Designed for the reclamation of worn or overmachined parts by the deposition of nickel and chromium, it can also be used for the production of decorative finishes. Three nickel and one chrome tank of 800 gallons each and one chrome tank of 100 gallons with ancillary equipment consisting of generators, switchgear, runways, etc..

Feb. 5	Machine tools and miscellaneous stores	Central Ordnance Depot, Didcot, Berks.	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel. 54025).
Feb. 12-14	Vehicles, earth moving and lifting equipment	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Feb. 19-21	Machine tools and miscellaneous stores	W.D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyd's Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

Economic Survey of the United States

'United States' is the subject of the latest economic survey published by the Organisation for Economic Co-operation and Development. Copies: H.M. Stationery Office, P.O. Box 569, London, S.E.1. Price 3s.

Company Law

The first supplement to the twentieth edition of 'Palmer's Company Law' is now available. Copies: Stevens & Sons, Ltd., 11 New Fetter Lane, London, E.C.4. Price 15s. (post free).

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Questions in Parliament

Below is a selection of questions of interest to industry asked and answered in Parliament.

Monday December 17

Assistance to Industry in N. E. Scotland

Mr. Frederick Erroll, President of the Board of Trade, was asked which industrial projects in the North-East of Scotland Development Area had been materially assisted by the Government under the Local Employment Act since its inception. In reply Mr. David Price, Parliamentary Secretary, Board of Trade, said that under the Act a total of nearly £290,000 had been offered for projects in development districts in the North-East of Scotland, estimated to give rise to about 400 additional jobs. The names of the firms concerned could not be given since the fact that assistance had been given was confidential.

Debate on Unemployment

The debate on unemployment is reported in *Hansard* of December 17, columns 901-1032.

Export Taxes on Food and Textiles

Earl Ferrers was asked in the House of Lords what was the Governments policy towards securing suppression of export taxes particularly on food products and textile fibres which all could add to the cost of living in the United Kingdom. In reply he said that H. M. Government were opposed to export subsidies which distorted trade and interfered with normal commercial competition. Export taxes were imposed mainly by the Governments of less developed countries primarily to raise revenue. The imposition of these taxes was consistent with the international commitments of the Governments concerned. It was for them to decide how best to raise revenue. If the questioner had in mind any particular case in which he considered an export tax damaging to British trade, and would supply details, the Government would consider the matter.

Tuesday December 18

Industrial Development

The President was asked if he would set out in tabular form the percentage increase in employment resulting from the granting of industrial development certificates since the present Act came into operation, for each region, for Northern Ireland, for the six cities which have derived the greatest assistance, and for Stoke-on-Trent, North Staffordshire, respectively.

The President replied that the industrial development certificate system did not extend to Northern Ireland. Industrial building information was based on Employment Exchange areas. Comparable information for all these areas in Great Britain was not readily available. The figures for standard regions and the Stoke-on-Trent and North Staffordshire Employment Exchange areas were:

Industrial development certificates issued April 1, 1960, to September 30, 1962.

Potential employment as percentage increases of the estimated numbers of insured employees in manufacturing industry at mid-1960.

Standard region:	Per cent.
Northern	5·2
East and West Ridings	1·4
North Midland	2·8
Eastern	6·4
London and South Eastern	1·6
Southern	5·6
South Western	5·0
Wales	6·4
Midland	1·2
North Western	2·1
Scotland	3·9
Stoke-on-Trent	0·9
North Staffordshire (1)	2·3

(1) The Employment Exchange areas of Stoke-on-Trent (including Burslem, Hanley and Longton), Newcastle-under-Lyme, Kidsgrove, Biddulph, Stone, Leek and Cheadle.

Another member asked what percentages of total factory space, in square feet, approved by industrial development certificates in the United Kingdom as a whole, were within development districts and the London and South-East region, respectively, in 1960, 1961 and the period of 1962 for which figures were available.

The President replied as follows:

Industrial development certificates issued : sq. footage. Percentage of Great Britain totals.

	1.4.60 – 31.12.60	1961	1.1.62 – 30.9.62
Development districts	13·5	14·7	14·1
London and South Eastern Region	14·2	17·9	15·8

Many of the industrial development certificates granted in the London and South Eastern Region were for extensions to existing capacity which could not be moved elsewhere, or for projects serving the local population.

Thursday December 20

Board of Trade Staff at Headquarters

In reply to a question regarding the number of persons employed in the head office of the department, the President said that the number employed at the Board of Trade head office in Horse Guards Avenue, was 1,981.

Proposed Consumers' Council

Asked about the proposed Consumers' Council, the President replied that, as he had said in the Debate on the Second Reading of the Weights and Measures Bill, he was pressing on with this matter as rapidly as possible. He would make an announcement as soon as he could.

Questions in Parliament (*Continued*)

Projects and New Jobs under LEA

Asked how many projects under the Local Employment Act were authorized in 1960 and 1961, and how many jobs were expected to arise from them the President replied: '102 between April 1, 1960, when the Act came into force, and December 31, 1960, to create 38,000 new jobs; and 161 in the calendar year 1961 to create 27,000 jobs. I cannot say how many of these jobs have already arisen.'

Unemployment in N.E. Scotland

The President was asked in view of the high rate of unemployment now prevailing in the North-East of Scotland Development Area, what particular aspects of industrial expansion he proposed now to encourage with his powers under the Local Employment Act.

He replied: 'I propose to continue to use my powers under the Local Employment Act to encourage the introduction of any type of new industry and the expansion of existing industry which offers prospects of providing continuing employment.'

Government Building in Sunderland

Asked what action was being taken in view of the rise of unemployment in Sunderland, the President said that he restored Sunderland to the list of active development districts on November 8, and as a result all Departments concerned could now grant it the special benefits provided under the Local Employment Act. So far as the Board of Trade were concerned over a quarter of a million square feet of Government factory space, including an advance factory, was being built or had been approved in Sunderland.

EEC Firms in LEA Areas

The President was asked what action he was taking to persuade firms from the countries of the European Economic Community to set up factories in areas scheduled under the Local Employment Act.

He replied: 'As a first step I have sent personally to leading industrial firms in Western Germany a booklet in German describing the desirability of manufacturing in Britain and stressing the special advantages of development districts. Other copies have been distributed by the Embassy and Consulates.'

Questions were also asked about advance factories and the provision of new jobs in other areas.

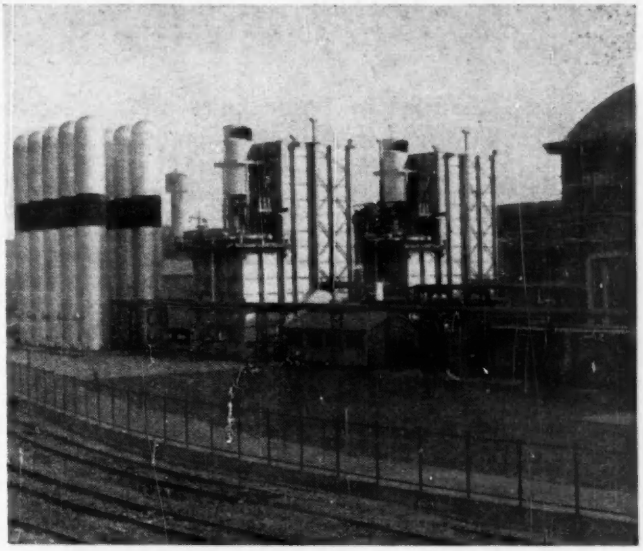
EEC and Trade with East Europe

The President was asked what effect British membership of the European Economic Community would have upon the country's freedom to make trade agreements with East European countries; and to what extent the British application for membership was hampering current negotiations of such trade agreements. In reply he said that Member States of the EEC had undertaken to harmonise their commercial policies towards third countries during the transitional period and, from then onward, to pursue a common policy. We expected that by then individual Member States' trade arrangements with East European countries would have been merged in Community arrangements. Britain's application was not hampering current trade negotiations.

Value of British Machinery Exports to the Soviet Bloc

In reply to a member the President gave figures of the value of British exports of textile machinery to China, the Union of Soviet Socialist Republics and Eastern Europe, respectively, in 1959, 1960, 1961, and to the latest convenient date in 1962.

In reply to a further questioner who asked what extension of the terms offered by the Export Credits Guarantee Department had recently been introduced, or would be introduced shortly, to enable manufacturers to take advantage of the extensive orders for capital plant and other engineering goods being placed by the Union of Soviet Socialist Republics and the Eastern European countries and to enable exporters to offer conditions no less attractive than those of their competitors in other countries, the President said 'In my view we are already giving adequate support for British manufacturers through the present range of facilities from the Export Credits Guarantee Department, and no changes are called for. These facilities are available on the same principles for trade with the Soviet Bloc as they are for trade with any other country.'



The Italian steel industry's first tonnage oxygen plant at Oscar Singaglia Works, Cornigliano, Genoa. The photograph shows the two 60 ft. high air separation units. The equipment was produced by Air Products Ltd. at their Acrefair, North Wales, works.

Imports from Roumania in 1963

The President was asked whether ratification of the £4 millions order for a British steel plant for Roumania was dependent upon facilities being given for Roumania to increase her exports to Great Britain; and what steps he proposed to take to increase quotas for imports from Roumania in 1963 and subsequent years to ensure that this order and other similar orders for heavy engineering goods were secured by British manufacturers. In reply he said that he understood that this order was dependent on the issue of a Roumanian import licence, which was, a matter for the competent Roumanian authority. Quotas had been agreed with the Roumanians which would provide for an increase of over 16 per cent. both ways during the 12 months from October 1, 1962. *(See pages 1326-1327).*

Japanese Treaty and British Shipbuilding

Asked if he would make a statement on the effects of the Trade Treaty with Japan on British shipbuilding, the President said that the Treaty would ensure that the Japanese authorities gave Britain equal treatment with other countries in matters affecting the sale of ships and marine equipment to Japan.

British Oil Imports from Russia

A member asked if the President would include a reasonable proportion of the increase in British oil imports in the new trade agreement with the Union of Soviet Socialist Republics; if he would insist on an equivalent amount of British consumer goods exports to the Union of Soviet Socialist Republics, with a view to improving employment in this country; and if he would make a statement. In reply the President said: 'Negotiations to settle quotas from January, 1963 until the Trade Agreement expires in June, 1964 are in progress at present. My hon. Friend would not expect me to make a statement before an agreement is reached.'

Employment in Scotland

In reply to a question on November 20, about employment in Board of Trade-owned factories in Scotland, the Parliamentary Secretary stated that between February 1961 and February 1962 the number of men employed increased by 4,569, or 10 per cent., and the number of women by 1,063 or 3.7 per cent. *(See Board of Trade Journal* November 23, page 1069, column 2).

These figures are being corrected in *Hansard* as follows: 'The number of men employed increased by 2,721 or 6 per cent., and the number of women by 1,003 or 3.6 per cent.'

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Europe	Dec. 7	Mar. 1
United Kingdom	Nov. 2	Feb. 1
Outside Europe	Oct. 5	Jan. 4

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Amendment and Additions to Classified Lists of Trade Fairs and Exhibitions

THE fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on December 7, November 2, and October 5 respectively.

EUROPE

Amendment:

The Board of Trade have been advised that the dates of the International Trade Fair, Paris, should now read May 22 – June 3, 1963, and not May 23 – June 3, 1963, as previously shown in the issue dated December 7, 1962, page 1173.

Addition:

STOCKHOLM: HEATING, VENTILATING AND PLUMBING EXHIBITION (V.V.S. MASSAN) – November 8-17, 1963.
Apply, V.V.S.-Massan, The Fair Office, Sturegatan 8, Stockholm O, Sweden.

UNITED KINGDOM

Addition:

LONDON: 'FASHION IN FOOTWEAR' EXHIBITION – September 29-October 3, 1963. At Washington Hotel, Curzon Street, W.1.
* Apply, Exhibition Department, 'Footwear Weekly' National Trade Press Ltd., Drury House, Russell Street, Drury Lane, London, W.C.2. (Tel.: Temple Bar 3422).

OUTSIDE EUROPE

Additions:

CHICAGO: WORLD'S FAIR OF MUSIC AND SOUND – July 6-August 4, 1963. At McCormick Place.
* Apply, J. W. Brennock Esq., World's Fair of Music and Sound, 333 North Michigan Avenue, Chicago, Illinois.

CHICAGO: DESIGN ENGINEERING SHOW – May 11-14, 1964. At McCormick Place.
* Apply, Clapp & Poliak Inc. Management, 341 Madison Avenue, New York 17, N.Y.

British Display at Cologne Hardware Fair

THE BOARD OF TRADE is organizing four combined displays of British products in conjunction with trade associations at the International Household Goods and Hardware Fair opening at Cologne on February 15. Thirty-eight British manufacturers will take part in the combined displays. The trade associations collaborating with the Board of Trade are the British Do-It-Yourself Trade Export Group; the Federation of British Hand Tool Manufacturers; the Federation of British Horticultural Exporters Ltd.; and the Hardware Manufacturers' Association.

The four displays will cover a combined total of more than 6,000 square feet. Each trade association will have its own trade inquiry point. Forty other British manufacturers will exhibit independently at the Fair. The International Goods and Hardware Fair, Cologne, is held twice yearly – the second one is the Autumn Fair – and is a major trade event in the hardware field. This year the Spring Fair attracted more than 1,600 exhibitors including about 400 non-German firms.

The Board of Trade maintains in the exhibition building a trade information inquiry bureau which is staffed by the British Embassy at trade fairs throughout the year. The Fair will close on February 18.

British Toy Industry at Nuremberg Toy Fair

Twenty-nine British toy and model railway manufacturers will take part in two combined displays organized by the Board of Trade in collaboration with their trade associations at the International Toy Fair, Nuremberg, February 10-15, 1963. Twenty members of the British Toy Manufacturers' Assocation will show products ranging from nursery toys to constructional kits in individual displays on an official stand covering more than 2,300 square feet. Nine members of the British Model Engineering Trade Association will take part in the Fair with a combined display covering about 300 square feet. Their exhibits, designed to appeal to the enthusiast rather than the child, will include a comprehensive range of model locomotives, equipment and accessories adequate to reproduce a typical British railway scene.

In addition to the combined displays, at least 20 British toy manufacturers will exhibit independently or on the stands of agents at the Nuremberg Toy Fair. Both trade associations have collaborated with the Board of Trade in previous displays at the Nuremberg Toy Fair and the toy manufacturers have booked space already for a further three years.

International Boat Show

THE INTERNATIONAL Boat Show will be held at Earls Court, London, from January 2-12, 1963. The Show is sponsored by the *Daily Express* and organized by the Ship and Boat Builders National Federation. The last Show was attended by over 300,000 people, and drew considerable interest from many countries. At the next event, more than 500 exhibitors have booked space, and the goods on show will include boats of all types, sizes and costs, as well as engines, accessories and various items of equipment. Various supporting features will be displayed, for example, a replica of a South Pacific Island native village, set as a colourful island between two pools, Fashion parades organized by British Nylon Spinners, Boating-on-a-Budget, Gallery Alley, the Boating Advice Bureau and a Marine Artists' Display.

Further information may be obtained from the organizers: Ship and Boat Builders National Federation, 44 Great Queen Street, London, W.C.2. (Tel. Holborn 7481).

British Council's Annual Report

'The British Council Annual Report 1961-2' includes an article describing the Council's part in the recruitment of British teachers for service overseas. Copies: The British Council, 65 Davies Street, London W.1. Price 2s. 6d.

Impact of 'London Week' in San Francisco

THE THIRD San Francisco 'London Week,' staged in November, was on a larger scale and made a substantially greater local impact than either of its predecessors. A number of factors contributed to this, including the coincident Conference of the English Speaking Union, which was attended by many distinguished visitors from Britain and the Commonwealth and honoured by the presence of H.R.H. the Duke of Edinburgh.

A strong committee, headed by Mr. Stanley Powell and set up under the auspices of the British-American Chamber of Commerce, had been able to enlist widespread support among the San Francisco stores, banks and official bodies and this was reflected in the very large number of shops and business houses which participated in the events of the week by featuring British goods and decorating their premises. Practically every major store and speciality shop in downtown San Francisco made some contribution to giving the area a British flavour. Aided by good weather and the beginning of the pre-Thanksgiving shopping, the London Week Committee was able to draw large crowds to the various attractions centred in the St. Francis Hotel and added considerably to activity in the main shopping area of the city.

'London Week' was opened officially in Union Square on November 12 by Mr. Alan Green, Minister of State, Board of Trade, and the Mayor of San Francisco, in a colourful ceremony featuring a local group of pipers and a band from the U.S. 6th Army, supported by the London Bus, which had been shipped especially to San Francisco for 'London Week' by Royal Mail/Holland America, Furness Withy and Blue Star lines and which for the remainder of the week gave free rides around the area.

Other social events during the week included a British fashion show and luncheon featuring clothes selected in London by the British Fashion Writers Association and flown direct to San Francisco by B.O.A.C.; a business luncheon sponsored by the British-American Chamber of Commerce and other bodies in the San Francisco Bay Area at which the Minister of State was the guest speaker, and a luncheon in honour of Sir Francis Drake's landing in 1597 in California at which Fleet Admiral Chester Nimitz, U.S.N., took the chair. E.S.U. activities included a formal banquet at which the speakers were Prince Philip and the Hon. Henry Cabot Lodge; and a 'London Week' banquet and ball. Sir David Ormsby Gore, the British Ambassador, addressed a large public luncheon organized by the Commonwealth Club of California, a leading local economic and social study group.

In the St. Francis Hotel, attractions open daily to the general public included 'Kaleidoscope of Britain': a free exhibition of some of the facets of British life, including the City of London exhibit provided by the Board of Trade; a book display showing the range of British publishing—in which over 40 British publishers participated; a display of notes and coins provided by the Barclays Group of Banks; an exhibit by the British woollen industry, and an exhibition of Britain's quality consumer goods arranged by the British Consulate-General.

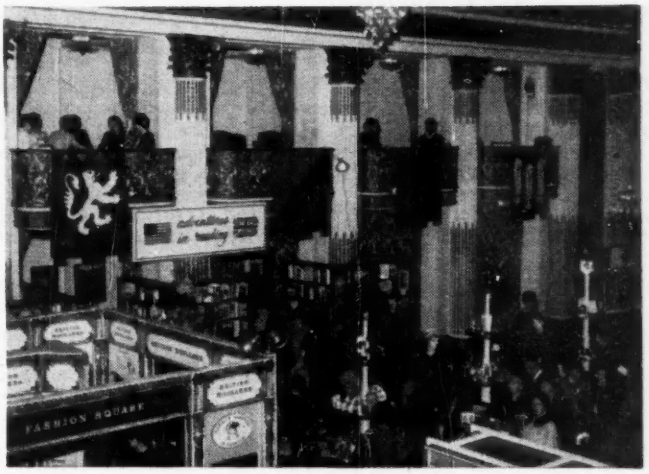
In an adjoining room, the British Travel Association organized a large scale 'Come to Britain' display in which every major air and sea carrier from the Bay Area to Britain participated. An additional attraction in this room was an exhibit provided by the Pacific Telephone Company, which offered a number of free calls daily to London.

Free tea was served daily by British patriotic groups—tea being donated by George Payne Ltd. and biscuits by Peek Frean. Two extremely successful British pubs did a roaring trade at either end of the mezzanine floor, a 'Britannia' pub sponsored by Whitbreads and the 'White Horse Cellar' sponsored by White Horse Distillers, with the co-operation of Schweppes.

Many other features combined to produce a British flavour in San Francisco during the week. The Pearly King and Queen of London were flown out by a San Francisco store. The Town Crier of Lambeth and Cromer appeared at most functions, including the presentation of a scroll from the London to the Pacific Coast Stock Exchange. The most comprehensive exhibition of contemporary British painting and sculpture ever shown in the Western United States was on view in the San Francisco Museum of Art, having been brought out especially by P & O-Orient lines. Other attractions included an exhibition of Rolls-Royce cars, a cricket match featuring local TV and press celebrities, an essay competition for the San Francisco High Schools and several other competitions, including one for a 'Trip for Two to Britain'.

The whole event received remarkable press, radio and television coverage and it is reliably estimated that over 30,000 people visited the official exhibits in the St. Francis Hotel, which were honoured on the Tuesday of 'London Week' by a visit from Prince Philip. On the commercial side, it was remarkable how many of the smaller stores which do not normally carry much British merchandise and which were therefore initially lukewarm about the promotion eventually showed great interest in becoming associated with it. The leading department stores and speciality shops made great efforts to feature British products and some outstanding window displays were achieved, stimulated by a window dressing contest for which the prizes were donated by the Western Hemisphere Exports Council. It is too early as yet to judge the commercial impact of 'London Week', which will depend anyway on the follow-up effected by British exporters and their representatives. But the reaction from the local commercial and mercantile community has been extremely favourable: some useful inquiries and leads have already resulted and there is hard evidence of substantial purchase of British goods by the stores which would not have been made but for the fact that 'London Week' was coming up.

The event was supported by the Board of Trade and the Western Hemisphere Exports Council.



'Kaleidoscope of Britain,' a series of features concentrated in the St. Francis Hotel, San Francisco, during London Week.

BRITISH BOUTIQUE OPENED IN BRUSSELS STORE

A Kayser Bondor Boutique was opened in the Brussels department store Au Bon Marche by Lady Nicholls accompanied by her husband, Sir John Nicholls, H.M. Ambassador at Brussels. This is the first direct retail point established by Kayser Bondor outside the United Kingdom. Seen (*from left to right*) at the opening are, Baron Francois Vaxelaire, managing director of Au Bon Marche; Lady Nicholls; Mr. David Goodenday, managing director of Kayser Bondor; and Mme. Raymond Vaxelaire.

Overseas Trade Section

United Kingdom and Roumania

QUOTA LISTS for the period October 1, 1962 to September 30, 1963 have now been agreed. They supersede the quotas for the period to September 30, 1962 which were extended on a proportionate basis for three months from October 1, 1962. Import licences issued against the extended quotas will be set against the new quotas.

The quota lists make provision for Roumanian purchases of some £6¼ million of British goods including complete factories, plant and machinery; chemicals and associated products such as paints, pigments and dyestuffs; rubber products; textiles and fibres and yarns both natural and man-made; iron and steel products; electrical and electronic equipment; motor vehicles; scientific and industrial instruments and foodstuffs. The quota lists also make provision for the British import of Roumanian goods to a value of about £5¼ million. This is additional to trade in goods which can, under British import licensing regulations, be imported from Roumania and other countries without a specific import licence.

Details of quota lists are given below:

Roumanian Goods for Import into the United Kingdom During the Period October 1, 1962 to September 30, 1963

Item No.	Description	Value (£'000) or Quantity
1	Clover seeds (in accordance with United Kingdom Government quality standards)	100
2	Meat	p.m.
3	Horsemeat	500
4	Meat products (ham, fat pork and bacon)	p.m.
5	Canned pork and beef	p.m.
6	Animal organs	p.m.
7	Salami	p.m.
8	Game and venison	p.m.
9	Poultry	p.m.
10	Fully cooked poultry (including canned boneless poultry)	25
11	Rabbit meat	30
12	Spaghetti, macaroni, noodles and vermicelli	20
13	Fresh vegetables, excluding onions, garlic, potatoes and tomatoes	30
14	Onions and garlic (of which not more than £20,000 for onions of which no imports will be allowed between August 1 and November 30)	35
15	Fresh tomatoes	5
16	Tomato puree	100
17	Canned tomatoes	90
18	Canned vegetables (other than tomatoes) of which not more than £10,000 for peas, beans, and carrots	60
19	Cucumbers, pickled or in brine (other than cucumbers in brine in casks or barrels)	20
20	Pickled paprika	20
21	Dehydrated vegetables	20
22	Frozen vegetables (excluding peas)	5
23	Fresh fruit (of which not more than 60 tons for apples and pears of which not more than 15 tons to be imported between July 1 and December 31)	30
24	Grapes	30
25	Dried fruit	40
26	Tomato juice, fruit juices and syrups	50
27	Canned fruit (of which not more than £2,500 for strawberry, raspberry, apple and plum)	55
28	Frozen fruit	5
29	Fruit pulp, excluding pulp of strawberry and raspberry	1,000 tons
30	Jams and jellies	800 tons
31	Wine	400
32	Other alcoholic beverages	50
33	Walnuts and walnut kernels	100
34	Sturgeon	10
35	Caviare and frogs' legs	20
36	Butter	300 tons
37	Honey	35
38	Dried mushrooms	20
39	Sugar confectionery	15
40	Mineral waters	10
41	Cheese	25
42	Synthetic rubber	10
43	Beech cases and parts	100
44	Softwood cases and parts	p.m.
45	Prefabricated timber houses	85
46	Wooden barrels and parts	50
47	Wooden furniture and parts	150
48	Wicker-work furniture	10
49	Bentwood chairs and parts	150
50	Wooden school requisites (other than pencils)	40
51	Wooden sports goods (other than fishing tackle)	5
52	Wooden boats	10
53	Wooden lasts and shoe trees	5
54	Wooden musical instruments, accessories and parts	30
55	Domestic woodware including toothpicks	10
56	Beech dowels	5
57	Wooden articles for the textile industry	10
58	School exercise books	5
59	Cardboard boxes, labels, stationery, paper bags	15
60	Paper and paper board manufactures not elsewhere specified	100
61	Calcium carbide	300
62	Chemicals (subject to type)	100
63	Pharmaceutical chemicals (subject to type)	120
64	Toilet preparations	20
65	Tractors	50
66	Oil drilling equipment	100
67	Machine tools	20
68	Electric motors of 1 to 500 kilowatts	100
69	Electric wires and cables	10
70	Aluminium oxide	60
71	Marble	20
72	Mechanically drawn window glass	50
73	Domestic glassware (of which not more than £16,000 for cut and decorated glassware)	45
74	Tableware (of china, porcelain and earthenware)	5
75	Cotton and man-made fibre fabrics (of which not more than £30,000 for cotton)	50
76	Silk fabrics	10
77	Hosiery and knitwear (other than socks, stockings and gloves)	70
78	Leather clothing	40
79	Other clothing, excluding fur clothing and clothing containing lace or lace net	60
80	Flax and hemp manufactures (of which not more than £10,000 for linen)	20
81	Footwear, with uppers of leather	300
82	Brushes and other articles made of animal hair	10
83	Cement	200
84	Carpets and rugs (of which not more than £100,000 for carpets of a c.i.f. value of less than £5 per square yard)	200
85	Handicrafts (textiles other than clothing)	20
86	Handicrafts (wooden and ceramic)	5
87	Toys	20
88	Christmas tree decorations	10
89	Leather articles	15
90	Shopping bags, baskets and other articles of vegetable fibres, plastic and other plaiting materials (of which not more than £1,500 for willow, cane and wicker)	50
91	Books and periodicals	20
92	Matches	10
93	Gramophone records	10
94	Miscellaneous goods, including, but not limited to: Musical scores; Magnetic tape; Stamps; Pictures and prints	110
	p.m. – pro memoria	

United Kingdom Goods for Import into Roumania During the Period October 1, 1962 to September 30, 1963

Item No.	Description	Value (£'000) or Quantity
1	Pedigree livestock	30
2	Dairy products, including nisin	5
3	Fish of all descriptions, fresh, frozen, salted or smoked	50
4	Miscellaneous foodstuffs of United Kingdom origin or manufacture (including but not limited to, coffee extracts and essences and chocolate)	30
5	Whisky and other potable spirits	15
6	Wool tops, noils and waste	500
7	Cod liver oil	15
8	Vegetable oils	p.m.
9	Essential oils and flavouring essences	10
10	Toilet preparations and aromatic materials	5
11	Chemicals, including but not limited to phenol, pharmaceutical chemicals and goods (including dressings), dyestuffs, paints and pigments, enamel colours for glass and pottery, liquid gold, liquid platinum and lustres, gelatine, glue and size, plastic materials (including sheeting and transparent cellulose film), catalysts, fatty alcohols, stearine, oleine and other fatty acids, 85% magnesia or calcium silicate insulation, nickel compounds and lead alkyl compounds, magnesium chemicals (including light magnesium oxide, light magnesium carbonate and magnesium hydroxide)	400
12	Leather, and dressed furs and manufactures thereof (other than clothing)	15
13	Rubber products, including but not limited to tyres and tubes, covered and uncovered rubber thread, synthetic rubber, and surgical rubber goods	165
14	Veneers of exotic woods	5
15	Wool yarns	25
16	Woollen piece-goods	50
17	Cotton yarns and cotton and man-made fibre piece-goods	50
18	Man-made fibres	100
19	Man-made fibre yarns and threads, including non-tarnishing metallic yarns	50
20	Linen and silk yarns and threads and manufactures thereof	p.m.
21	Lace and lace net	5
22	Leathercloth and table oil baize	p.m.
23	Cordage, cables, ropes and twine	40
24	Nets and netting	p.m.
25	Tyre cord and tyre cord fabric	400
26	Refractory materials, not elsewhere specified, including refractory construction materials	10
27	Electric carbons	15
28	Asbestos manufactures (excluding asbestos cement goods and brake and clutch linings)	40
29	Crucibles and crucible furnaces	20
30	Abrasives of all kinds, including those used for glass grinding	5
31	Aluminium foil	10
32	Semi-fabricated non-ferrous metals, not elsewhere specified, including aluminium blocks	40
33	Safety razors and safety razor blades	10

U.K. and Roumania (*Continued*)

Item No.	Description	Value (£'000) or Quantity
34	Chains and chain cable	p.m.
35	Resistance welding and brazing alloys	7
36	Engineers' small tools	15
37	Factories, plants, machinery, including but not limited to machine tools, contractors' plant, printing and allied machinery and equipment (including engraving plates therefor), glass working machinery, brick, tile and pottery machinery, boot and shoe, leatherworking and tanning machinery, pulp and paper machinery, textile machinery including sewing machines, chemical and oil refining plant, plastic and rubber working machinery, food and drink preparing machinery, packaging machinery, mechanical handling equipment, heavy electrical equipment, office machinery including data processing equipment, weighing machinery, tobacco machinery and brush making machinery	3,050
38	Iron and steel (including pipes and tubes, plates, sheet, tinplate, reinforcing bars, drawn high-speed steel, soft black steel wire, cold rolled strip)	400
39	Internal combustion engines (excluding those for motor vehicles), engine driven generating sets, pumps and compressors and valves therefor	30
40	Agricultural machinery, including tractors and horticultural machinery and dairy machinery	80
41	Radar and radio equipment including valves and components and tape recording equipment	50
42	Electro medical apparatus and X-ray equipment	10
43	Portable power tools	5
44	Electric cables, wires, strips and strands	100
45	Electric railway locomotives	p.m.
46	Motor cars, commercial vehicles and automotive internal combustion engines and parts and accessories therefor	135
47	Aircraft, aero-engines and aircraft equipment	p.m.
48	Clothing (including knitwear), headwear and footwear	25
49	Scientific and industrial instruments, gauges and measuring instruments, ophthalmic and optical goods, photographic and cinematographic equipment, medical, surgical, dental and veterinary instruments, equipment and appliances and other dental goods (including artificial teeth); and hearing aids	100
50	Photographic sensitized material and photographic chemicals packed for retail trade	5
51	Exposed cinematograph film	20
52	Books and periodicals	20
53	High purity metals and spectographically standardized substances	7
54	Miscellaneous goods, including but not limited to: Gramophone records, both for teaching and for entertainment, recording tapes and recording blanks; Musical instruments and pianos; Sports goods, toys and games; Lanolin; Stationery and office requisites; Pictures and prints; Artists colours; Various papers; Bicycles, motor cycles and parts therefor; Clocks and watches; Polishes; Domestic electrical appliances; Self-adhesive tapes; Mechanical lighters; Cutlery and flatware; Hollow-ware	135

p.m. – pro memoria

Other Trade and Financial Arrangements

Turkey and U.S.S.R.

FURTHER to the notice published in the *Board of Trade Journal* on February 23 (page 409), the Turkish authorities have now published lists of additional quotas for goods which may be imported from the U.S.S.R. into Turkey during 1962.

A translation of the lists may be seen at Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

France and Spain

A NEW Trade Agreement between France and Spain was signed in Paris on October 24, 1962. The agreement is valid from November 1, 1962, to October 31, 1963. A new time-table for the exports of Spanish fruit and vegetables to France has been established.

Hints to Businessmen Visiting the Netherlands

A REVISED edition of the booklet on the Netherlands has been published in the series of 'Hints to Businessmen'.

British business men who intend visiting that country on export business can obtain copies of the booklet on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 2928).

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Birmingham: 25/27 Smallbrook. MID 8751

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.09, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 420), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

ARGENTINA

Port Development Studies for Ministry of Public Works. Closing date now January 31, 1963. E.S.B. 31548/62.

AUSTRALIA

Pipes and Specials; Valves for Redcliffe City Council, Queensland. January 8, 1963. E.S.B. 38205/62.

BELGIUM

Construction of Harbour Dock for Town Council of Antwerp. January 31, 1963. E.S.B. 37696/62.*
Copper Wire for Regie des Telegraphes et des Telephones. January 9, 1963. E.S.B. 38210/62.*

BURMA

Nail Polishing Tumblers for Industrial Development Corporation. January 11, 1963. E.S.B. 38505/62.*
Tinned Milk for Civil Stores Committee. January 8, 1963. E.S.B. 37662/62.*
Vests for Police Supply Department. (Further Information.) E.S.B. 36084/62.
Railway Carriage and Wagon Parts for Burma Railways. January 31, 1963. E.S.B. 38506/62.*

Defence Department:
Air Compressors. January 10, 1963. E.S.B. 37660/62.*
Textiles; Sewing Cotton. January 10, 1963. E.S.B. 37671/62.*

CEYLON

Barbed Wire for Government Stores Department. February 19, 1963. E.S.B. 38213/62.
Fertilizer for Ministry of Agriculture, Land, Irrigation and Power. February 15, 1963. E.S.B. 38216/62.*
Pharmaceutical Injections for Ministry of Health. March 5, 1963. E.S.B. 38808/62.*
Concrete Mixers for Colombo Port Commission. January 23, 1963. E.S.B. 38807/62.*

COLOMBIA

Telephone Exchange for Municipality of Aguadas (Caldas). February 19, 1963. E.S.B. 38555/62.

CYPRUS

Transformers; Switchgear for Electricity Authority of Cyprus. (Further Information.) Closing date postponed to January 15, 1963. E.S.B. 33706/62.*

Co-operative Central Bank Ltd.:
Bakery Machinery. January 15, 1963. E.S.B. 38548/62.
Flour Mill. January 31, 1963. E.S.B. 38549/62.

EGYPT

Dye Stuffs for Misr Beida Dyers, S.A.E. January 8, 1963. 38204/62.*
Demolition and Erection of Bridge for Egyptian Railways. March 2, 1963. E.S.B. 38502/62.

FORMOSA

Central Trust of China:
Timber Preservation Unit; Coal Preparation Plant. January 7, 1963. E.S.B. 38552/62.*
Electric Drying Oven. January 9, 1963. E.S.B. 38802/62.*
Electron Tubes. January 8, 1963. E.S.B. 38208/62.*
Air Compressor Equipment. January 7, 1963. E.S.B. 38801/62.*
Filter Tips. January 14, 1963. E.S.B. 38209/62.*

FRANCE

Adhesive Tape (Stationery) for SHAPE, Europe. January 7, 1963. E.S.B. 38269/62.*

GREECE

Ministry of Trade:
Metals. (Further Information.) Closing date now January 18, 1963. E.S.B. 33681/62.*
Drilling Equipment. January 11, 1963. E.S.B. 38207/62.*

Institute of Social Insurance:
Medical Supplies. January 10, 1963. E.S.B. 37667/62.*
Cat-Gut. January 10, 1963. E.S.B. 37666/62.*

INDIA

Constructional Project for the Hutti Gold Mines Co. Ltd. (Advance Information.) E.S.B. 38291/62.
Chain for Bombay Port Trust. January 10, 1963. E.S.B. 38294/62.*
Generating Plant; Power House Equipment; Switchgear for Irrigation and Power Department, Maharashtra. March 4, 1963. E.S.B. 38272/62.
Relay Panels for Bihar State Electricity Board. (Further Information.) Tender documents now received. E.S.B. 34670/62.*
Colliery Structures and Plant for National Coal Development Corporation Ltd. (Further Information.) E.S.B. 31852/62.*
Electrical Equipment for the Jamma and Kashmir Government Electricity Department. (Further Information.) Closing date now January 10, 1963. E.S.B. 34671/62.
Steel Tower and Transmission Line Materials for Delhi Electricity Supply Undertaking. January 15, 1963. E.S.B. 38517/62.
Cadmium Anode Balls for Hindustan Aircraft Limited. January 22, 1963. E.S.B. 38573/62.
Material Handling Equipment; Communications Equipment for Heavy Electricals (India) Ltd. Apply by January 24, 1963. E.S.B. 38596/62.
Transformers for Kerala State Electricity Board. January 29, 1963. E.S.B. 38289/62.*
Annealing Plant for Department of Industries and Commerce, Madras. January 10, 1963. E.S.B. 38290/62.*

Damodar Valley Corporation:
Transformers. (Further Information.) E.S.B. 36323/62.
Transformers. February 14, 1963. E.S.B. 38518/62.

Government of Kerala:
Machine Tools; Woodworking Machine; Garage Equipment. January 19, 1963. E.S.B. 38536/62.*
Machine Tools. January 28, 1963. E.S.B. 38535/62.*

Ministry of Railways, New Delhi:
Steel Products. January 15, 1963. E.S.B. 38514/62.*
Steel Products. January 16, 1963. E.S.B. 38515/62.*

Hindustan Steel Ltd.:
Expansion of Coke Oven Gas and Oxygen Mains Distribution Systems. February 25, 1963. E.S.B. 38513/62.*
Dozer Tractor; Mobile Cranes. (Further Information.) Closing date extended to January 14, 1963. E.S.B. 32875/62.*

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Information for U.K. Exporters (*Continued*)

Atomic Energy Establishment, Trombay:
Band Saw. January 9 ,1963. E.S.B. 38274/62.
Electric Fret Saw. January 10, 1963. E.S.B. 38275/62.
Jointing and Planing Machine. January 11, 1963. E.S.B. 38276/62.
Laminated Road Springs Plant for Maharashtra State Road Transport Corporation. (Further Information.) Tender documents now available. E.S.B. 37921/62.*
Power Station Equipment for Maharashtra State Electricity Board. January 22, 1963. E.S.B. 38273/62.*

Chittaranjan Locomotive Works:
Chipping Hammers (Pneumatic). January 28, 1963. E.S.B. 38521/62.
Compo Milling Plant. January 28, 1963. E.S.B. 38522/62.
Paint Mixing and Storage Plant. January 28, 1963. E.S.B. 38523/62.
Crane. January 7, 1963. E.S.B. 38533/62.
Crane. January 7, 1963. E.S.B. 38534/62.*
Crane. January 7, 1963. E.S.B. 38531/62.*
Crane. January 7, 1963. E.S.B. 38532/62.*

IRAQ

Building Project for the Baghdad Bank (Shareholding Co.). January 31, 1963. E.S.B. 38583/62.
Chlorination Equipment for Baghdad Water Supply Administration. February 5, 1963. E.S.B. 38582/62.
Date Boxes; Paper; Chemicals for the Iraq Date Trading Co. January 31, 1963. E.S.B. 38913/62.*

Ministry of Oil:
Hoses. January 9, 1963. E.S.B. 38585/62.
Pipe Jointing, Packing and Lagging Materials. January 20, 1963. E.S.B. 38587/62.
Furnace Tubes. January 19, 1963. E.S.B. 38586/62.

KENYA

Steel Road Studs for Nairobi City Council. January 7, 1963. E.S.B. 38550/62.*

KOREA

Office of Supply:
Permanent Way Equipment. January 8, 1963. E.S.B. 38529/62.*
Communication Equipment; Vehicles. January 11, 1963. E.S.B. 38530/62.*

KUWAIT

Ministry of Electricity and Water:
Steel Water Tanks. January 13, 1963. E.S.B. 38278/62.*
Cables and Cable Fittings. January 13, 1963. E.S.B. 38280/62.*
Switchgear. January 16, 1963. E.S.B. 38279/62.*

LEBANON

Construction of Bridges for Conseil Exécutif des Grands Projets. January 8, 1963. E.S.B. 38584/62.*

NEW ZEALAND

General Post Office, Wellington:
Batteries. January 30, 1963. E.S.B. 38277/62.*
Padlocks. January 31, 1963. E.S.B. 38503/62.*

NORWAY

NATO Infrastructure Contract:
The Norwegian Authorities:
Approach Lighting for an Airfield. Apply by February 1, 1963. G.D. 92/62(57).

PAKISTAN

Tractors; Trucks for Karachi Port Trust. January 10, 1963. E.S.B. 38565/62.

Director of Supply:
Vehicle. January 7, 1963. E.S.B. 38540/62.*
Miscellaneous Equipment. January 16, 1963. E.S.B. 38541/62.*
Flasks. January 7, 1963. E.S.B. 38252/62.*
Hospital Equipment. January 24, 1963. E.S.B. 38567/62.*
Vehicle. January 8, 1963. E.S.B. 38568/62.*
Hospital Equipment. January 14, 1963. E.S.B. 38569/62.*

PANAMA

Instituto de Recursos Hidraulicos y Electrificacion:
Generator. January 10, 1963. E.S.B. 38538/62.*
Sub-Station Equipment. January 11, 1963. E.S.B. 38537/62.*

PORTUGUESE EAST AFRICA

Construction of Goods Warehouse for Railways and Transport Department. January 23, 1963. E.S.B. 38545/62.

RHODESIA AND NYASALAND

Steel Wagons for Rhodesia Railways. February 25, 1963. E.S.B. 38544/62.*

Federal Tender Board:
Injections and Sterile Solutions. January 11, 1963. E.S.B. 38292/62.*
X-Ray Generator. January 11, 1963. E.S.B. 38293/62.*

SOUTH AFRICA

Textiles for Cape Provincial Administration. January 8, 1963. E.S.B. 37994/62.*

City Council, Johannesburg:
Tractors. January 15, 1963. E.S.B. 38574/62.*
Paint Brushes. January 15, 1963. E.S.B. 38575/62.*

South African Railways:
Sodium Aluminate. January 11, 1963. E.S.B. 38288/62.*
Tractors. January 11, 1963. E.S.B. 38287/62.*
Furnace Fuel Oil. January 11, 1963. E.S.B. 38284/62.*
Truck Jacks. January 11, 1963. E.S.B. 38282/62.*
Electrical Relays. January 11, 1963. E.S.B. 38283/62.*

SUDAN

Boots for Department of Stores and Equipment. January 12, 1963. E.S.B. 38270/62.*

THAILAND

Radio Equipment for Department of Transport. January 14, 1963. E.S.B. 38244/62.

TURKEY

Aluminium Foil; Rail for T.C. Tekel Genel Mudurlugu. January 11, 1963. E.S.B. 38591/62.
Hose for State Shipping Lines. January 10, 1963. E.S.B. 38590/62.
Laboratory Equipment for Devlet Su Isleri Genel Mudurlugu. January 8, 1963. E.S.B. 38593/62.

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (inquiries by telephone City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Australia
Market report on domestic electrical appliances. (E.S.B. 34588/62.)

Canada
Agency inquiry for wire. (E.S.B. 38156/62.)
Inquiry for consumer goods; textiles. (E.S.B. 38367/62.)
Inquiry for home wine-making and brewing equipment. (E.S.B. 38378/62.)
Market report on camping equipment. (E.S.B. 17735/62.)

Ceylon
Inquiry for chemicals; materials for making bicycle tyres and rubber heels; electric cable-making materials. (E.S.B. 29256/62.)

Cyprus
Inquiry for surgical textiles; rubber goods, sutures and cat-gut. (E.S.B. 37893/62.)

Denmark
Inquiry for woollen and worsted piece-goods. (E.S.B. 37282/62.)

East Germany/Yugoslavia
Trade agreement. (C.R.E. 4819/G.)

France
Agency inquiry for materials for porcelain industry. (E.S.B. 38174/62.)
Agency inquiry for gift articles; handbags. (E.S.B. 38198/62.)
Agency inquiry for fibre trays. (E.S.B. 38109/62.)
Agency inquiry for suitings; waterproofs; shirts. (E.S.B. 32791/62.)
Agency inquiry for toys and games; sports articles of rubber and plastics. (E.S.B. 38521/62.)
Inquiry for building materials. (E.S.B. 38039/62.)
Inquiry for yarn. (E.S.B. 37772/62.)
Economic report, October 1962. (C.R.E. 4694/62.)

Finland
Agency inquiry for leather. (E.S.B. 8718/62.)
Agency inquiry for metal sheets. (E.S.B. 38478/62.)
Agency inqquiry for worsted piece-goods. (E.S.B. 9806/62.)

Greece
Economic report, September-October 1962. (C.R.E. 4828/G.)

Greece/Cameroon
Commercial agreement. (C.R.E. 6072/G.)

Iraq
Joint venture – plastics products. (E.S.B. 38025/62.)

Italy
Manufacture under licence – engineering products. (E.S.B. 38355/62.)
Economic report, September-October 1962. (C.R.E. 3053/62.)

Jamaica
Agency inquiry for hospital equipment. (E.S.B. 38325/62.)

Japan
Inquiry for pipe-laying machines; drilling machines; water meters. (E.S.B. 38758/62.)

Macao
Development projects, list of industries – further information. (E.S.B. 33960/62.)

Netherlands
Economic report, October 1962. (C.R.E. 3476/G.)

New Zealand
Manufacture under licence – foodstuffs. (Further information.) (E.S.B. 36950/62.)

Norway
Inquiry for electronic apparatus. (E.S.B. 37495/62.)

Pakistan
Inquiry for chemical engineering laboratory equipment. (E.S.B. 33569/62.)
Manufacture under licence – confectionery. (E.S.B. 32904/62.)

(*Continued on page* 1331)

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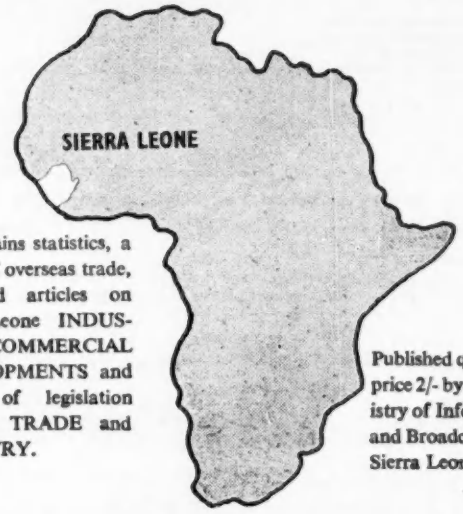

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Peru
Economic report, October 1962. (C.R.E. 1823/62.)

Portugal
Inquiry for poultry breeding equipment. (E.S.B. 38305/62.)

Rhodesia and Nyasaland
Agency inquiry for greetings cards – further information. (E.S.B. 37218/62.)

Sarawak
Inquiry for dairy machinery and equipment. (E.S.B. 38496/62.)

Singapore
Agency inquiry for processed or fresh peas. (E.S.B. 38165/62.)

Spain
Agency inquiry for tractors. (E.S.B. 38316/62.)

Sudan
Economic report, July-September 1962. (C.R.E. 1897/62.)

Sweden
Agency inquiry for gauze; wire; perforated sheets; industrial textiles; laboratory apparatus. (E.S.B. 30782/62.)
Agency inquiry for log handling equipment; cranes; powered lawn mowers. (E.S.B. 38637/62.)
Agency inquiry for hand tools. (E.S.B. 38306/62.)
Agency inquiry for moped and bicycle components and accessories. (E.S.B. 38499/62.)
Inquiry for plastic materials. (E.S.B. 38669/62.)

Switzerland
Agency inquiry for anemometers. (E.S.B. 37375/62.)
Inquiry for copper tubes. (E.S.B. 38416/62.)

Tanganyika
Agency inquiry for refrigeration equipment; batteries; lamp fittings; tape recorders. (E.S.B. 38471/62.)

Trinidad
Inquiry for builders' supplies and hardware. (E.S.B. 34773/62.)

Uganda
Agency inquiry for audio tapes; telecommunications equipment; electrical domestic appliances; burglar alarms; sound projectors. (E.S.B. 38054/62.)

United States of America
Inquiry for diesel engines. (E.S.B. 38449/62.)
Inquiry for radio and reproduction equipment; tools; fractional electric motors. (E.S.B. 37863/62.)
Inquiry for steel sheets, bars and pipes. (E.S.B. 38613/62.)
Inquiry for men's wear and accessories. (E.S.B. 37747/62.)

Pottery Firm Looks Ahead to 1963

In 1961 the Hornsea Pottery Co. Ltd's (Hornsea, Yorks) export sales totalled only £600 but during the current year exports have risen to about £6,000 largely due to increased trade following a visit to this country by their Australian agent. Other overseas markets include New Zealand, South Africa, Cyprus, Malaya, Singapore, Malta and Sweden. Twelve pieces of the firm's 1963 range have so far been accepted by the Council of Industrial Design for inclusion in the design index.
Seen here is the Marquess of Queensberry (second left) discussing the 'Abbey' Lantern, one of the pieces accepted for inclusion in the design index, with Mr. W. J. Clappison (extreme left), executive director and chief designer; Mr. C. B. Rawson, director, and Mr. D. Rawson (extreme right), chairman and managing director, on the occasion of the official opening of the firm's new factory extensions, which will enable them to increase output by 100 per cent during 1963.

EXPORT DRIVE

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Tariff, Customs, Import and Other Regulations in Overseas Countries

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EUROPEAN ECONOMIC COMMUNITY

Common Customs Tariff – List G Protocols

ON March 2, 1960, a conference of member states of the European Economic Community agreed upon the Common External Tariff regarding the items which are covered by List G to the Treaty of Rome (the tariffs on petroleum products Tariff Nos. 27.10 to ex 27.13 have still to be decided) and signed a number of protocols containing special provisions relating to the treatment to be accorded to certain products appearing in this list.

The following is an unofficial translation of the Final Act of this Conference and the Protocols referred to in that Act. Attention is drawn to the fact that only authentic versions of these documents are those issued in the languages of the European Economic Community.

Final Act

The Conference of the Member States of the European Economic Community, meeting in Rome on February 29 and March 1-2, 1960, in the presence of the Commission of that Community, for the purpose of determining, in accordance with Article 20 of the Treaty setting up the Community, the duties to be applicable to the products in List G shown in Annex I to the said Treaty, have adopted the following texts:

1. AGREEMENT relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community and the appendix thereto.
2. PROTOCOL No. 1 relating to certain lards and other pig fats and animal fats (Items ex 15.01 and ex 15.02).
3. PROTOCOL No. II relating to salt (Item 25.01 A I).
4. PROTOCOL No. III relating to sulphur.
5. PROTOCOL No. IV relating to iodine.
6. PROTOCOL No. V relating to tropical woods (Items 44.03 A, 44.04 A and 44.05 A).
7. PROTOCOL No. VI relating to certain cork products (Item 45.02).
8. PROTOCOL No. VII relating to pulp for paper-making (Items 47.01 A, B I and II).
9. PROTOCOL No. VIII relating to silk (Item 50.02).
10. PROTOCOL No. IX relating to silk yarn (Item 50.04) and silk waste yarn (schappe) (Item 50.05).
11. PROTOCOL No. X relating to certain glassware (Items 70.19 A I a, A III a, A IV b).
12. PROTOCOL No. XI relating to certain ferro-alloys (Item ex 73.02).
13. PROTOCOL No. XII relating to unwrought aluminium (Item 76.01 A).
14. PROTOCOL No. XIII relating to aluminium waste (Item 76.01 B I).
15. PROTOCOL No. XIV relating to unwrought magnesium (Item 77.01 A) and magnesium waste (Item 77.01 B I).
16. PROTOCOL No. XV relating to lead and zinc (Items 78.01 A and 79.01 A).
17. PROTOCOL No. XVI relating to ships' propulsion engines, other than outboard motors, conditional on use* (Item 84.06 C II).
18. PROTOCOL No. XVII relating to flying machines, parts and spares (Items ex 88.02 B II, 88.02 B I, 84.06 B I, B II and E 1, ex 84.08 and 88.03 B).

* See footnote to Protocol No. XVI.

Concurrently with the signing of these texts, the Conference of Member States took note of the following declarations by the Commission of the European Economic Community:

A. *Declaration by the Commission relating to the tariff quotas referred to in Protocols Nos. II, VII, XI Article 1 (a), XII and XV appended to the Agreement.*

The Commission notes the mandates conferred on it under Protocols Nos. II, VII, XI Article 1 (a), XII and XV appended to the Agreement, regarding the introduction of tariff quotas, which mandates it will exercise in accordance with the provisions of the said Protocols.

B. *Declaration by the Commission relating to the granting of the tariff quotas referred to in Protocols Nos. V, VI, IX, X (b), XI Article 1 (b) and Article 2, XIII and XIV appended to the Agreement:*

I. The Commission notes the provisions mandating it to grant certain of the tariff quotas contained in Protocols Nos. V, VI, IX, X (b), XI Article 1 (b) and Article 2, XIII and XIV appended to the Agreement.

II. The Commission declares its intention to base itself, when granting the above-mentioned tariff quotas, on the principles set out hereunder:

(a) For the purposes of Protocols Nos. V, VI, IX, X (b), XI Article 1 (b) and Article 2, XIII and XIV appended to the Agreement, it will interpret 'consequences prejudicial to the processing industries' as meaning consequences directly or indirectly resulting from the incidence of the relevant rates, e.g.:

1. in the markets of third countries and in regard to international competition,
   - lowered competitiveness which cannot be remedied by recourse to a finishing trade, drawback or other system having similar effect;
2. in the Community market,
   - an increase in the prime cost of products of the processing industries leading to shrinkage of their possible sales, whether or nor such increase causes such products to be replaced by others,
   - financial difficulties arising from being unable to incorporate increases in prime costs in selling prices,
   - the impossibility of finding in the Community market the quantity or quality of products necessary to the processing industries concerned,
   - the necessity to obtain supplies on terms less favourable than those enjoyed by other Community users and in particular by combines.

(b) When reviewing tariff quotas granted, whether at regular intervals or in connection with specific difficulties, or when deciding on requests for an extension of such quotas, the Commission will take into account the pattern of damage sustained by the processing industries, more particularly by reason of their growing or diminishing business activity.

As regards agricultural produce in List G shown in Annex II to the Treaty, the Member States took note of the intention:

of the Federal Republic of Germany to obtain tariff quotas for the following products:

	Item
– herrings and sprats	ex 03.01 B I a
– fresh cod, hake, haddock and rockfish	ex 03.01 B I c
– wine not exceeding 13° and containing not more than 30 g. total dry extract per litre, for the manufacture of vinegar	ex 22.05
– wine not exceeding 22° and containing not more than 30 g. total dry extract per litre, for distillation	
– wine not exceeding 22° and containing not more than 130 g. total dry extract per litre, for making vermouth	
– natural cork, waste cork; crushed, granulated or ground cork	45.01

of Italy to obtain a tariff quota for the following products:

– tunny and sardines	ex 03.01 B I b
– dried and salt cod, including stockfish and clippfish	ex 03.02 A I b
– ditto, fillets	ex 03.02 A II a
– denatured ethyl alcohol of any strength, for chemical use	ex 22.08 A

European Economic Community (*Continued*)

The Member States took note, in the matter of granting tariff quotas for agricultural produce in List G shown in Annex II, of the following declaration by the Commission:

Declaration by the Commission relating to tariff quotas in respect of agricu tural produce appearing in List G:

In the course of negotiations, certain Ministers made it known that their Governments would ask for tariff quotas to be granted under Article 25, paragraph 3, in respect of the following agricultural products shown in List G:

Item	
ex 03.01 B	Seawater fish, fresh, chilled or frozen: I. whole, headed or in pieces: (a) herrings and sprats (b) tunny and sardines (c) others
ex 03.02 A	Fish, salted, in brine, or dried: I. whole, headed or in pieces: (b) dried and salt cod, including stockfish and clippfish II. fillets: (a) of dried and salt cod, including stockfish and clippfish
ex 22.05	(a) wine not exceeding 13° and containing not more than 30 g. total dry extract per litre, for the manufacture of vinegar (b) wine not exceeding 22° and containing not more than 30 g. total dry extract per litre, for distillation (c) wine not exceeding 22° and containing not more than 130 g. total dry extract per litre, for making vermouth.
ex 22.08 A	Denatured ethyl alcohol of any strength, for chemical use.
ex 45.01	Natural cork, waste cork; crushed, granulated or ground cork.

The Commission states its readiness to grant such quotas at nil duty in respect of fish covered by Items ex 03.01 B I a and c and at reduced or nil duties in respect of the other products mentioned above, in favour of consumers and user industries in the requesting Member State, within the context of Article 25, paragraphs 3 and 4:

- when the market situation within the Community is not such as to afford such industries adequate supplies quantitatively or qualitatively on the same terms as those enjoyed by other users in the Community;
- when social considerations justify the maintenance of traditional supply channels for the basic foodstuffs (ex 03.01 B, ex 03.02) set out above.

Done at Rome, March 2, 1960

For the Kingdom of Belgium,	(signed)	Jacques Van der Schueren
For the Federal Republic of Germany,	„	Alfred Müller-Armack
For the French Republic,	„	Valéry Giscard d'Estaing
For the Republic of Italy,	„	Emilio Colombo
For the Grand Duchy of Luxembourg,	„	Paul Elvinger
For the Kingdom of the Netherlands,	„	J. W. de Pous

PROTOCOL No. I
relating to
CERTAIN LARDS AND OTHER PIG FATS AND ANIMAL FATS
(Items ex 15.01 and ex 15.02)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

As regards lard and other pig fats and animal fats destined for refining (Items ex 15.01 and ex 15.02) imported under the rules governing the finishing trade, that fraction of the product which after processing corresponds to fatty acids not exported shall be subject to the Common Customs Tariff duty applicable to lard or other animal fats imported for industrial uses other than the manufacture of foodstuffs.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium,	(signed)	Jacques Van der Schueren
For the Federal Republic of Germany,	„	Alfred Müller-Armack
For the French Republic,	„	Valéry Giscard d'Estaing
For the Republic of Italy,	„	Emilio Colombo
For the Grand Duchy of Luxembourg,	„	Paul Elvinger
For the Kingdom of the Netherlands,	„	J. W. de Pous

PROTOCOL No. II
relating to
SALT
(Item 25.01 A I)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the product in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

As regards salt destined for chemical processing (Item 25.01 A I), the Commission shall grant the Belgo-Luxembourg Economic Union at the latter's request a nil duty tariff quota for a volume corresponding to the user industry's own requirements in the Belgo-Luxembourg Economic Union up to a maximum of 160,000 tons per year.

This quota shall not exceed the limits beyond which transfer of activity to the detriment of other Member States occurs.

The Commission shall periodically review this tariff quota in the light of trend of activity in the industry concerned.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium,	(signed)	Jacques Van der Schueren
For the Federal Republic of Germany,	„	Alfred Müller-Armack
For the French Republic,	„	Valéry Giscard d'Estaing
For the Republic of Italy,	„	Emilio Colombo
For the Grand Duchy of Luxembourg,	„	Paul Elvinger
For the Kingdom of the Netherlands,	„	J. W. de Pous

PROTOCOL No. III
relating to
SULPHUR

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Having noted that, in fixing a nil duty for crude sulphur, certain special problems arise,

Have agreed the following provisions which shall be appended to the Agreement:

1. The Member States declare their readiness to view favourably a procedure under Article 226 of the Treaty whereby the Italian market for sulphur (Items 25.03 and 28.02), carbon disulphide (Item 28.15 B) and sulphides and polysulphides of sodium (Item ex 28.35 A III and B II) will for a period of six to eight years from the date of signing the present Protocol, be protected both vis-a-vis other Member States and third countries.

The Italian Government for its part guarantees that deliveries by the Ente Zolfi Italiani for export in the manufactured state shall be at prices not lower than world prices.

2. The Member States, bearing in mind the Protocol concerning Italy, declare their readiness to view favourably action by the European Investment Bank with a view to financing the modernization of the sulphur mines, the establishment of processing industries and infrastructure works.

3. As regards participation by the Community in action of a social nature, the Member States:

(a) affirm their determination to seek means of contributing to a solution of the problem of compensation for redundant miners who cannot be re-employed;

(b) consider that assistance towards a programme of vocational training for children of redundant miners who cannot be re-employed might be sought under Article 128 of the Treaty. The Member States, without prejudice to any decisions by the Institutions which will at the appropriate time be called upon to discuss such programme of vocational training, note that a common purpose already exists to find a solution to this problem.

4. The Member States contemplate setting up a Liaison and Action Committee for stimulating private enterprise and promoting its development within a regional programme. This Committee could draw its support from the Italian Government, the Region of Sicily, and the Community itself. The European Investment Bank could have an interest in it.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium,	(signed)	Jacques Van der Schueren
For the Federal Republic of Germany,	„	Alfred Müller-Armack
For the French Republic,	„	Valéry Giscard d'Estaing
For the Republic of Italy,	„	Emilio Colombo
For the Grand Duchy of Luxembourg,	„	Paul Elvinger
For the Kingdom of the Netherlands,	„	J. W. de Pous

PROTOCOL No. IV
relating to
IODINE

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G

(*Continued on next page*)

European Economic Community (*Continued*)

shown in Annex I to the Treaty setting up the European Economic Community,

Having noted that, in fixing a nil duty for crude iodine, certain special problems arise,

Have agreed the following provisions which shall be appended to the Agreement:

1. The Member States declare their readiness to view favourably a procedure under Article 226 of the Treaty whereby the Italian market for crude iodine (Item 28.01 D I), iodine other than crude (Item 28.01 DII), and iodides and iodates (Item 28.34 A and B) will for a period of six years from the date of signing the present Protocol, be protected both *vis-a-vis* other Member States and third countries.

2. The Member States agree that the position shall be reviewed at the end of that period under the provisions of Article 28 of the Treaty.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium, (signed) Jacques Van der Schueren
For the Federal Republic of Germany, ,, Alfred Müller-Armack
For the French Republic, ,, Valéry Giscard d'Estaing
For the Republic of Italy, ,, Emilio Colombo
For the Grand Duchy of Luxembourg, ,, Paul Elvinger
For the Kingdom of the Netherlands, ,, J. W. de Pous

PROTOCOL No. V
relating to
TROPICAL WOODS
(Item 44.03 A, 44.04 A and 44.05 A)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

1. The Commission shall at the request of any Member State concerned, grant that State reduced rate or nil duty tariff quotas in the event of a change in the sources of supply or of inadequate supplies within the Community such as to entail consequences prejudicial to the processing industries in the Member State concerned.

Such quotas shall not exceed the limits beyond which transfer of activity to the detriment of other Member States or Associated States is liable to occur.

The Commission shall periodically review these quotas.

2. It is specifically laid down as regards duties to be applied to tropical woods, that negotiations with GATT shall be on the basis of reciprocal and equivalent tariff reductions possibly to the point of exemption where and to the extent that third countries which at present allow a preferential tariff on tropical woods based on origin may agree that the question be reopened.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium, (signed) Jacques Van der Schueren
For the Federal Republic of Germany, ,, Alfred Müller-Armack
For the French Republic, ,, Valéry Giscard d'Estaing
For the Republic of Italy, ,, Emilio Colombo
For the Grand Duchy of Luxembourg, ,, Paul Elvinger
For the Kingdom of the Netherlands, ,, J. W. de Pous

PROTOCOL No. VI
relating to
CERTAIN CORK PRODUCTS
(Item 45.02)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

As regards Tariff Item 45.02 (natural cork in blocks, slabs, sheets and strips, including cubes or square slabs for cork-making), the Commission shall at the request of any Member State concerned, grant that State reduced rate or nil duty tariff quotas in the event of a change in the sources of supply or of inadequate supplies within the Community such as to entail consequences prejudicial to the processing industries in the Member State concerned.

Such quotas shall not exceed the limits beyond which transfer of activity to the detriment of other Member States is liable to occur.

The Commission shall periodically review the tariff quotas granted under the above provisions.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium, (signed) Jacques Van der Schueren
For the Federal Republic of Germany, ,, Alfred Müller-Armack
For the French Republic, ,, Valéry Giscard d'Estaing
For the Republic of Italy, ,, Emilio Colombo
For the Grand Duchy of Luxembourg, ,, Paul Elvinger
For the Kingdom of the Netherlands, ,, J. W. de Pous

PROTOCOL No. VII
relating to
PULP FOR PAPER-MAKING
(Item 47.01 A, B I and II)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

As regards Items 47.01 A, B I and II (pulp derived by mechanical or chemical means from any fibrous vegetable material), Member States to introduce reduced rate or nil duty tariff quotas to cover the whole of their requirements, subject to informing the Commission thereof and to the proviso that the goods imported under such quotas shall be processed within the territory of the importing Member State.

The Member States further agree not to invoke the existence of tariff quotas introduced under the present Protocol to obstruct the free movement of the processed products within the Community.

After December 31, 1966, the Council may decide, by a vote in accordance with the terms of Article 28 of the Treaty, on any modification to the arrangements resulting from the present Protocol.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium, (signed) Jacques Van der Schueren
For the Federal Republic of Germany, ,, Alfred Müller-Armack
For the French Republic, ,, Valéry Giscard d'Estaing
For the Republic of Italy, ,, Emilio Colombo
For the Grand Duchy of Luxembourg, ,, Paul Elvinger
For the Kingdom of the Netherlands, ,, J. W. de Pous

PROTOCOL No. VIII
relating to
SILK
(Item 50.02)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

1. The 10 per cent. duty laid down for Tariff Item 50.02 shall be suspended for an unlimited period.

2. The Member States declare their readiness to view favourably a procedure under Article 226 of the Treaty whereby the Italian market as regards the products covered by Chapter 50 of the Common Customs Tariff will for a period of six years from the date of signing the present Protocol be protected in so far as protection for such products may appear necessary, both vis-a-vis other Member States and third countries.

3. The Member States declare their readiness to view favourably action by the European Investment Bank with a view to financing the modernization of sericulture and of the processing of silk products.

4. The Member States agree that the position shall be reviewed at the end of the six-year period. The duty shall be restored under Article 28 of the Treaty if, at that date, the Council. finds that output of raw silk in Italy has been maintained at not less than its present level (840 tons) and that the price of this product is not higher than the world price for comparable qualities c.i.f. Community port, plus 10 per cent.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium, (signed) Jacques Van der Schueren
For the Federal Republic of Germany, ,, Alfred Müller-Armack
For the French Republic, ,, Valéry Giscard d'Estaing
For the Republic of Italy, ,, Emilio Colombo
For the Grand Duchy of Luxembourg, ,, Paul Elvinger
For the Kingdom of the Netherlands, ,, J. W. de Pous

European Economic Community (*Continued*)

PROTOCOL No. IX
relating to
SILK YARN (Item 50.04)
AND SILK WASTE YARN (SCHAPPE) (Item 50.05)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Having regard to Protocol No. VIII relating to silk,

Have agreed the following provisions which shall be appended to the Agreement:

1. So long as the 10 per cent. duty on silk (Item 50.02) is suspended, the 12 per cent. duty on silk yarn (Item 50.04) and the 7 per cent. duty on yarn spun from silk waste (schappe) (Item 50.05) shall not be applied. The duties applied shall be duties reduced to 7 per cent. and 5 per cent. respectively.

During this period, the Commission shall at the request of any Member State concerned, grant that State reduced rate or nil duty tariff quotas in the event of a change in the sources of supply or of inadequate supplies within the Community such as to entail consequences prejudicial to the processing industries in the Member State concerned.

Such quotas shall not exceed the limits beyond which transfer of activity to the detriment of other Member States is liable to occur.

The Commission shall periodically review the tariff quotas granted under the above provisions.

2. Concurrently with the restoration of the duty on Item 50.02 under the terms of paragraph 4 of Protocol No. VIII, the Council shall also decide as to the restoration of the above-mentioned rights laid down in the Common Customs Tariff and any tariff quotas to be granted in respect of the products in question.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium, (signed) Jacques Van der Schueren
For the Federal Republic of Germany, ,, Alfred Müller-Armack
For the French Republic, ,, Valéry Giscard d'Estaing
For the Republic of Italy, ,, Emilio Colombo
For the Grand Duchy of Luxembourg, ,, Paul Elvinger
For the Kingdom of the Netherlands, ,, J. W. de Pous

PROTOCOL No. X
relating to
CERTAIN GLASSWARE
(Items 70.19 A I a, A III a, A IV b)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

(a) As regards Tariff Items 70.19 A I a, A III a, A IV b (glass beads, imitation precious and semi-precious stones, and similar fancy glass smallwares, all being machine cut and polished), from the date of the first alignment with the Common Customs Tariff until the end of the second stage of the transitional period, nil duty tariff quotas shall be fixed at an annual volume:

1. for the Federal Republic of Germany, of 60 tons;
2. for France, of 20 tons.

(b) The Commission shall, at the request of the respective States, grant Italy and the Benelux countries from the date of the first alignment with the Common Customs Tariff, and grant France and the Federal Republic of Germany from the beginning of the third stage of the transitional period, reduced rate or nil duty tariff quotas in the event of a change in the sources of supply or of inadequate supplies within the Community such as to entail consequences prejudicial to the processing industries in the Member State concerned.

Such quotas shall not exceed the limits beyond which transfer of activity to the detriment of other Member States is liable to occur.

(c) The Commission shall periodically review the tariff quotas granted under the provisions of paragraph (b) of the present Protocol.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium, (signed) Jacques Van der Schueren
For the Federal Republic of Germany, ,, Alfred Müller-Armack
For the French Republic, ,, Valéry Giscard d'Estaing
For the Republic of Italy, ,, Emilio Colombo
For the Grand Duchy of Luxembourg, ,, Paul Elvinger
For the Kingdom of the Netherlands, ,, J. W. de Pous

PROTOCOL No. XI
relating to
CERTAIN FERRO-ALLOYS
(Item ex 73.02)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

Article 1

(a) From the date of the first alignment with the Common Customs Tariff until the end of the second stage of the transitional period, the Commission shall, at the request of the following Member States, authorize them to introduce nil duty tariff quotas in ratio with their user industries' own requirements:

1. the Benelux countries, in respect of the following ferro-alloys: ferrosilicon, ferro-manganese (other than carburized), ferrosilicon-manganese, ferro-chromium, ferro-molybdenum, ferro-tungsten and ferro-vanadium;
2. Federal Republic of Germany, in respect of ferrosilicon-manganese;
3. Italy, in respect of hyper-refined ferro-chromium.

(b) From the beginning of the third stage of the transitional period, the Commission shall, at the request of the above-mentioned Member States, grant them reduced rate or nil duty tariff quotas for the same products in the event of a change in the sources of supply or of inadequate supplies within the Community such as to entail consequences prejudicial to the processing industries in the Member States concerned.

Such quotas shall not exceed the limits beyond which transfer of activity to the detriment of other Member States is liable to occur.

(c) The Commission shall periodically review the tariff quotas introduced under the provisions of the present Article.

Article 2

As regards ferro-nickel, the following provisions are adopted:

(a) The 7 per cent. rate shall be reconsidered, in accordance with the procedure as prescribed in Article 28 of the Treaty, with a view to its reduction in so far as study of the economic and social problems raised by the production of this ferro-alloy may lead to the conclusion that they are capable of a satisfactory solution within the context of the Community.

(b) Should procedure under Article 28 not result in reduction of or exemption from duty as envisaged above, the Commission shall, at the request of any Member State concerned, grant that State reduced rate or nil duty tariff quotas in the event of a change in the sources of supply or of inadequate supplies within the Community such as to entail consequences prejudicial to the processing industries in the Member State concerned.

Such quotas shall not exceed the limits beyond which transfer of activity to the detriment of other Member States is liable to occur.

The Commission shall periodically reconsider tariff quotas granted under the provisions of the present Article.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium, (signed) Jacques Van der Schueren
For the Federal Republic of Germany, ,, Alfred Müller-Armack
For the French Republic, ,, Valéry Giscard d'Estaing
For the Republic of Italy, ,, Emilio Colombo
For the Grand Duchy of Luxembourg, ,, Paul Elvinger
For the Kingdom of the Netherlands, ,, J. W. de Pous

PROTOCOL No. XII
relating to
UNWROUGHT ALUMINIUM
(Item 76.01 A)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

1. As regards unwrought aluminium (Item 76.01 A), from the date of the first alignment with the Common Customs Tariff, the Commission shall, at the request of the Federal Republic of Germany and the Benelux countries, authorize those States to introduce annual tariff quotas at 5 per cent. duty covering the import requirements of their processing industries subject to the

(*Continued on page* 1337)

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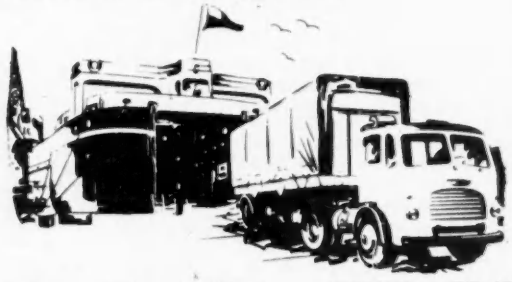

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European Economic Community (*Continued*)

goods imported under these quotas being processed within the importing Member State.

2. Such quotas shall not exceed the limits beyond which transfer of activity to the detriment of other Member States occurs.

3. The Commission may periodically review the quotas thus introduced in keeping with the trend of import requirements of the industries in question.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium,	(signed)	Jacques Van der Schueren
For the Federal Republic of Germany,	,,	Alfred Müller-Armack
For the French Republic,	,,	Valéry Giscard d'Estaing
For the Republic of Italy,	,,	Emilio Colombo
For the Grand Duchy of Luxembourg,	,,	Paul Elvinger
For the Kingdom of the Netherlands,	,,	J. W. de Pous

PROTOCOL No. XIII
relating to
ALUMINIUM WASTE
(Item 76.01 B I)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

As regards aluminium waste (Item 76.01 B I), the Commission shall, at the request of any Member State concerned, grant that State reduced rate or nil duty quotas in the event of a change in the sources of supply or of inadequate supplies within the Community such as to entail consequences prejudicial to the processing industries in the Member State concerned.

Such quotas shall not exceed the limits beyond which transfer of activity to the detriment of other Member States is liable to occur.

The Commission shall periodically review these quotas.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium,	(signed)	Jacques Van der Schueren
For the Federal Republic of Germany,	,,	Alfred Müller-Armack
For the French Republic,	,,	Valéry Giscard d'Estaing
For the Republic of Italy,	,,	Emilio Colombo
For the Grand Duchy of Luxembourg,	,,	Paul Elvinger
For the Kingdom of the Netherlands,	,,	J. W. de Pous

PROTOCOL No. XIV
relating to
UNWROUGHT MAGNESIUM
(Item 77.01 A)
AND MAGNESIUM WASTE
(Item 77.01 B I)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provision which shall be appended to the Agreement:

As regards unwrought magnesium and magnesium waste (Items 77.01 A and B I), the Commission shall, at the request of any Member State concerned, grant that State reduced rate or nil duty quotas in the event of a change in the sources of supply or of inadequate supplies within the Community such as to entail consequences prejudicial to the processing industries in the Member State concerned.

Such quotas shall not exceed the limits beyond which transfer of activity to the detriment of other Member States is liable to occur.

The Commission shall periodically review these quotas.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium,	(signed)	Jacques Van der Schueren
For the Federal Republic of Germany,	,,	Alfred Müller-Armack
For the French Republic,	,,	Valéry Giscard d'Estaing
For the Republic of Italy,	,,	Emilio Colombo
For the Grand Duchy of Luxembourg,	,,	Paul Elvinger
For the Kingdom of the Netherlands,	,,	J. W. de Pous

PROTOCOL No. XV
relating to
LEAD AND ZINC
(Items 78.01 A and 79.01 A)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

1. From the date of the first alignment with the Common Customs Tariff the Commission shall, at the request of the following Member States, authorize them to introduce nil duty quotas corresponding in volume to 20 per cent. of their user industries' own requirements:

– Federal Republic of Germany	in respect of lead (Item 78.01 A) and zinc (Item 79.01 A);
– Belgium	in respect of lead (Item 78.01 A);
– Netherlands	in respect of lead (Item 78.01 A) and zinc (Item 79.01 A) with a minimum limit of 40,000 tons for lead and 10,000 tons for zinc annually.

Such quotas shall not exceed the limits beyond which transfer of activity to the detriment of other Member States occurs.

The Commission shall periodically review the tariff quotas introduced under the provisions of the present Protocol.

2. The Member States declare their readiness to view favourably a procedure under Article 226 of the Treaty whereby the Italian market for lead and zinc will for a period of six years from the date of signing the present Protocol be protected both *vis-à-vis* other Member States and third countries.

Done at Rome, March 2, 1960

For the Kingdom of Belgium,	(signed)	Jacques Van der Schueren
For the Federal Republic of Germany,	,,	Alfred Müller-Armack
For the French Republic,	,,	Valéry Giscard d'Estaing
For the Republic of Italy,	,,	Emilio Colombo
For the Grand Duchy of Luxembourg,	,,	Paul Elvinger
For the Kingdom of the Netherlands,	,,	J. W. de Pous

PROTOCOL No. XVI
relating to
SHIPS' PROPULSION ENGINES, OTHER THAN OUTBOARD MOTORS, CONDITIONAL ON USE *
(Item 84.06 C II)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Whereas the Customs regime to be defined in respect of Item 84.06 C II (ships' propulsion engines, other than outboard motors, conditional on use*) is liable to influence the ship-building industry;

Whereas reference to the interests concerned has shown that Member States are not at present prepared to agree unanimously to an interpretation of the term 'conditional on use' *, which has therefore yet to be defined;

Whereas this difficult question connected with Community problems of the ship-building industry calls for prompt consideration to be initiated by the Commission;

Find themselves unable, while awaiting the institution of a Common Customs regime applicable to the above-quoted Item, to align the product in question with the Common Customs Tariff.

The present Protocol shall be appended to the Agreement.

Done at Rome, March, 2, 1960

For the Kingdom of Belgium,	(signed)	Jacques Van der Schueren
For the Federal Republic of Germany,	,,	Alfred Müller-Armack
For the French Republic,	,,	Valéry Giscard d'Estaing
For the Republic of Italy,	,,	Emilio Colombo
For the Grand Duchy of Luxembourg,	,,	Paul Elvinger
For the Kingdom of the Netherlands,	,,	J. W. de Pous

*As appears from the text, it is not yet clear what is meant by the expression '*sous condition d'emploi*' and this translation may need amending.

PROTOCOL No. XVII
relating to
FLYING MACHINES, PARTS AND SPARES
(Items ex 88.02 B II, 88.02 B I, 84.06 B I, B II and E I, ex 84.08 and 88.03 B)

THE MEMBER STATES OF THE EUROPEAN ECONOMIC COMMUNITY,

Concurrently with the signing of the Agreement relating to the formulation of part of the Common Customs Tariff in respect of the products in List G shown in Annex I to the Treaty setting up the European Economic Community,

Have agreed the following provisions which shall be appended to the Agreement:

(*Continued on next page*)

European Economic Community (*Continued*)

I. COMPLETE AIRCRAFT

A. Until December 31, 1963

1. Concurrently with fixing the duties to apply to complete flying machines (ex 88.02 B II), the Member States shall decide to suspend the same until December 31, 1963, in respect of aircraft of more than 5,000 kg. unladen weight.
2. At the end of this period, the duties shall be automatically restored in respect of aircraft of not more than 15,000 kg. unladen weight empty.

B. From January 1, 1964

1. For aircraft of more than 15,000 kg. unladen weight, duties shall continue to be suspended until December 31, 1966.
2. On January 1, 1967, the duties shall be automatically restored, unless the Council unanimously decides on a further suspension valid for three or five years in favour only of aircraft of more than 15,000 kg. weight empty.
3. Restoration of the duty in respect of aircraft of more than 15,000 kg. unladen weight, whenever that takes place, shall be accompanied by the grant of a nil duty Community quota which is hereby decided. The volume of such Community quota shall correspond to the sum of the import requirements formulated by the Governments of the several Member States.
4. Any type of machine may be excluded from the right to quota if a similar type of machine meeting all the requisite conditions of competitiveness is produced in the Community.

Reasoned requests for exclusion from the quota must be submitted to the Council and shall in each case require a unanimous decision of the Council.

II. HELICOPTERS

1. Concurrently with fixing the duties to apply to helicopters (Item 88.02 B I), the Member States shall decide to suspend the same until December 31, 1963, in respect of helicopters of not more than 2,000 kg. unladen weight.
2. On January 1, 1964, the duties shall be automatically restored unless the Council unanimously decides on a further suspension valid for three years and renewable.
3. Restoration of the duty whenever that takes place shall be accompanied by the grant of a Community quota. The volume of such Community quota shall correspond to the sum of the import requirements formulated by the Governments of the several Member States.
4. Any type of machine may be excluded from the right to quota if a similar type of machine meeting all the requisite conditions of competitiveness is produced in the Community.

Reasoned requests for exclusion from the quota must be submitted to the Council and shall in each case require a unanimous decision of the Council.

III. FLYING MACHINE PARTS AND SPARES

Duties on articles for incorporation in flying machines included in List G (Items 84.06 B I, B II, and E I, ex 84.08 and 88.03 B) shall be suspended as shown hereunder:

- suspension shall apply to the above-mentioned articles imported for mounting in flying machines which have themselves entered duty-free or were constructed in the Community;
- admission to such suspension shall be subject to compliance with terms and conditions to be determined by the competent national authorities.

Before December 31, 1963, the Council shall decide unanimously whether such suspension shall be rescinded or restricted to articles imported for mounting in flying machines which have themselves entered duty-free.

Done at Rome, March 2, 1960.

For the Kingdom of Belgium,	(signed)	Jacques Van der Schueren
For the Federal Republic of Germany,	,,	Alfred Müller-Armack
For the French Republic,	,,	Valéry Giscard d'Estaing
For the Republic of Italy,	,,	Emilio Colombo
For the Grand Duchy of Luxembourg,	,,	Paul Elvinger
For the Kingdom of the Netherlands,	,,	J. W. de Pous

TURKEY

Designated U.K. Firms

THE Commercial Counsellor of the Turkish Embassy in London announces that a list of United Kingdom companies which have been designated by the Union of Chambers of Commerce and Industry in Ankara as being suitably qualified to act as supervision and control firms for the inspection of Turkish goods arriving in this country, as and when such inspection and control may be necessary, can be obtained on application to the Turkish Embassy, 43 Belgrave Square, London, S.W.1

FRANCE AND FRENCH OVERSEAS DEPARTMENTS

Tariff Changes and Modifications

THIS NOTICE concludes the tariff changes published in the *Board of Trade Journal* of December 21. The following further amendment to the French Tariff has been made:

Tariff No.	Description	Rate of Duty
38-03	Activated carbon (decolourizing, depolarizing or adsorbent); activated diatomite, activated clay, activated bauxite and other activated natural mineral products: B. Other	15·3 (5)

(5) This duty is reduced to 14 per cent. up to December 31, 1963, for activated bauxite.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'

The following textual amendments have been made to the special tariffs of Guadeloupe, French Guiana and Martinique:

GUADELOUPE

Tariff Heading	Description	Rate of Duty
Ex 06-02	Other live plants, including trees, shrubs, bushes, roots, cuttings, and slips: C. Other: II. Not specified: (c) Nursery plants, outdoor perennial plants and other live plants	4·5

FRENCH GUIANA

Tariff Heading	Description	Rate of Duty
Ex 06-02	Other live plants, including trees, shrubs, bushes, roots, cuttings and slips: A. Cuttings, unrooted, and slips: II. Other	3·6
	B. Vine plants, grafted or rooted	0·9
	C. Other: II. Not specified	4·5

MARTINIQUE

Tariff Heading	Description	Rate of Duty
Ex 06-02	Other live plants, including trees, shrubs, bushes, roots, cuttings and slips: C. Other: II. Not specified: (c) Border plants, known as 'tender plants'; nursery plants, outdoor perennial plants and other live plants: 3. Other: (m) Neither in flower nor in bud: Cacao saplings	4·5

The tariff heading 06-02 in the special tariff for Reunion is now suppressed.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian Assets

THE IMPENDING liquidation of the following seven Indian firms has been reported by H.M. Consulate-General, Lourenço Marques. Claims against assets must be submitted by January 9, 1963.

(1) Bechar Pema
(2) Bhanji Nathu
(3) Thakar (*alias* Thakore) Magan
(4) Chagan Kalyan
(5) Gopal Madhav Patel
(6) Ismail Daud
(7) Gokaldas Tokarsi

Details regarding submission of claims were given in the *Board of Trade Journal* of September 7 and October 5, 1962. Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3082).

SOUTH AFRICA

Import Control Regulations

DETAILS were given in the *Board of Trade Journal* on December 21, 1962 (pages 1293-1298), of the South African Import Control Regulations for 1963. The initial allocations to merchants for 1963 referred to in paragraph 2 of the regulations, are as follows:

(a) Raw materials excluding structural timber and fertilisers 50 per cent. of 1960 imports. Timber and fertilisers to be dealt with on a special basis;
(b) Capital plant and equipment 50 per cent. of 1960 imports.
(c) Textile piece-goods 50 per cent. of average of 1959/60 imports.

Customs Tariff Changes

CUSTOMS TARIFF Guide Amendment List No. 38, published in Government Notice No. 856 in the Republic of South Africa *Government Gazette* of December 7, 1962, provides for the following amendments to the Republic's Customs Tariff:

Washers of Leather:

These are now classified under Tariff Item 256, the duty now being 25 per cent. *ad valorem* from all sources.

Washing and Polishing or Scrubbing Machines:

These are now classified under Tariff Item 119 (d). The duty remains at 20 per cent. *ad valorem* from all sources.

Dish Washing Machines not Electrically Heated:

These are now classified under Tariff Item 119 (d). The duty remains at 20 per cent. *ad valorem* from all sources.

Washing Machines, Vegetable, etc.:

These are now classified under Tariff Item 119 (d). The duty remains at 20 per cent. *ad valorem* from all sources.

Waste (Textile) and Flock:

The notice also sets out the following new definitions relating to Waste (Textile) and Flock:

Waste is obtained when a textile fibre is 'opened' or scutched or otherwise prepared for spinning, or during spinning operations, weaving, knitting, etc., or from the pulling or garnetting of textile fabrics. It thus includes combing waste; strippings recovered from carding or combing cylinders, broken fibres detached during the drawing process; fragments or slivers or rovings; carding fly; tangled yarn and other yarn waste; yarn and fibres resulting from the pulling or garnetting of rags, etc.

Pieces of cloth and rags are not classifiable as waste.

Flock is the short or fine fibres which are shaved off fabrics in factories during the finishing process. It is also produced by cutting textile filaments or fibres into very short lengths (generally up to 2 mm. long) or by grinding textile fibres to a powder.

Customs Tariff Applications

CUSTOMS TARIFF Application List No. 325, published as Goverment Notice No. 881 in the Republic of South Africa *Government Gazette* of December 14, 1962, states that the Board of Trade and Industries have received the following applications affecting the Republic's Customs Tariff:

For an increase in duty on:

1. Edible tallow, from free of duty to the rate applicable on lard and edible meat fats under tariff item 28, i.e., 210 cents per 100 lb.
2. Metallic naphthenates in oil for use as mineral oil additives, from free of duty to 25 per cent. *ad valorem*.

Where British trade organizations are thought to be interested in the above applications they are being informed and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Departments, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference (1) C.R.E. 14422/62; (2) C.R.E. 14423/62.

BURMA

Issue of Import Licences

THE DIRECTORATE of Imports and Exports of the Government of the Union of Burma has announced the issue of the following import licences:

Goods	Shipping period ended	Date of issue, 1962
Foodstuffs	April 30, 1963	November 17
General hardware goods and building material	May 31, 1963	December 1
Tools and implements	May 31, 1963	December 5

Advertising Survey

'Advertising Expenditure, 1960' is the fourth of a series of quadrennial surveys prepared by the Economist Intelligence Unit on behalf of the Advertising Association, showing how much is spent on British advertising and how the money is divided between the various media. It is based on the replies to hundreds of questionnaires completed by firms in all branches of advertising, and provides a detailed account of advertising expenditure in the United Kingdom. Copies: Advertising Association, 1 Bell Yard, London, W.C.2. Price 25s. (post free).

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FEDERATION OF MALAYA

Pioneer Industries Ordinance, 1958

THE GOVERNMENT of the Federation of Malaya has announced that, subject to the representations made in writing to the Ministry of Commerce and Industry before January 12, 1963, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	*Products*
(A) Chemical	Refined Glycerine
(B) Coir manufacture	Coconut shell

This means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the Federation of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federation Company Tax for a period of from two to five years depending on the amount of capital invested in the Federation.

United Kingdom manufacturers who require further information about the Pioneer Industries legislation are invited to get in touch with the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 1236/4/G.

Ordinary Budget for 1963

THE BOARD OF TRADE have received a summarized version of the Budget presented by the Malayan Minister of Finance, Mr. Tan Siew Sin, on November 28. Details of the tariff changes were given in the *Board of Trade Journals* published on December 7 and 14. The other points most likely to be of interest to British exporters are set out below.

Lower commodity prices and the level of Government expenditure under the Second Five Year Plan have adversely affected the current balance of payments and the deficit for 1962 is expected to rise to over M$200 million (£23½ million) – it was M$30 million (£3½ million) in 1961. Gross Domestic Product continues to increase at about 4 per cent. per annum – just sufficient to keep abreast of the population growth of 3 per cent., and per capita Gross National Product has remained virtually stationary at about M$700 (£81½).

Development estimates provide for expenditure of M$493 million (£57½ million) although it may not rise above M$420 million (£49 million). This expenditure will be met mainly by borrowing and drawing down reserves. M$88 million (£10½ million) is to be spent on roads and bridges, M$51 million (£6 million) on rural development, M$22 million (2½ million) on drainage and irrigation, M$17 million (£2 million) each on ports and Kuala Lumpur Airport, and M$9 million (£1 million) on the Batang Padang Hydro Electric Scheme.

To stimulate investment in the private sector the Malayan Government are planning a number of measures including the provision of new industrial estates.

Further information about the contents of the Budget may be obtained from Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2317).

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed that the Singapore Government proposes to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industry	*Product*
Manufacture of Pyrotechnical Products	Firecrackers

This notice means that the Minister of Finance is satisfied that the product mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance on or before January 14, 1963.

Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 6197/2/G.

AUSTRALIA

Reference to the Special Advisory Authority

DETAILS were given in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties. A reference has now been made to the Special Advisory Authority in respect of **belting fabric (Tariff Items 464 (C) (6) (b) (2), 460 (C) (5) and 465 (C) (5)).**

Details of these Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian Association of British Manufacturers, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072). Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2840 or 3145), quoting reference No. C.R.E. 14434/62.

Tariff Changes

A NUMBER of changes have been made in the Australian Customs Tariff in implementation of the concessions negotiated by Australia under Article XXVIII, paragraphs 1-3, of the GATT at Geneva in 1960/61.

Details of these changes, which came into effect on December 7, 1962, will be published in the *Board of Trade Journal* as soon as possible and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

(*Continued on page* 1343)

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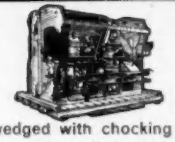
A TYRE PRESS PLANT FOR  **ROUMANIA**

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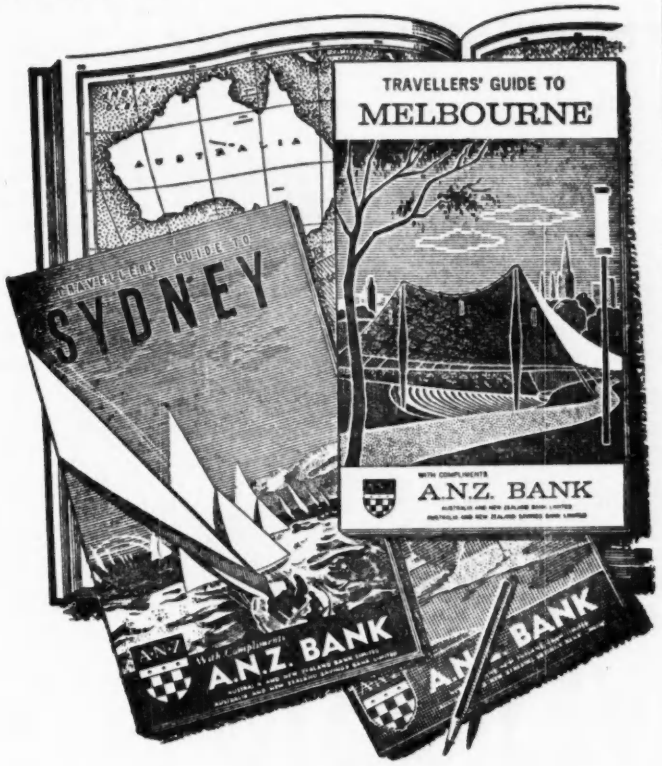

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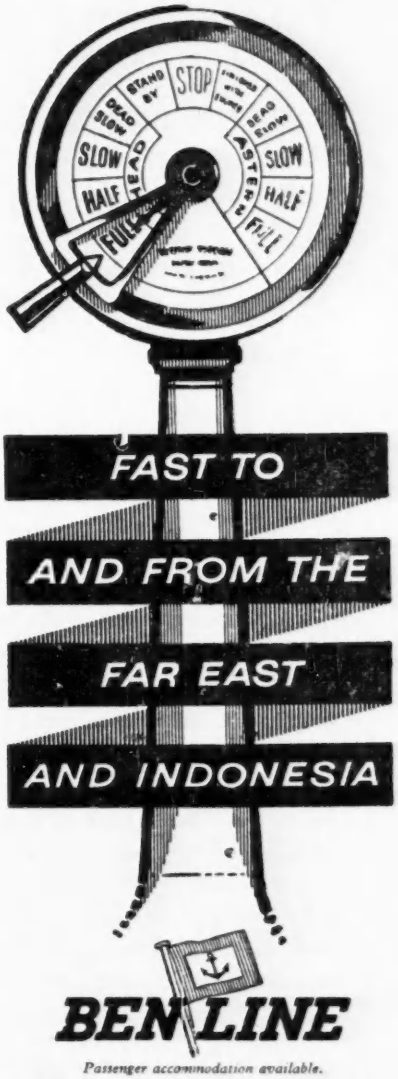

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Australia (*Continued*)

Details of Temporary Duties

DETAILS are given below of the temporary changes made in Australian Customs duties, which came into effect on December 7, 1962. Additions to the Customs Tariff are shown by italics.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
181	(K) Parts for goods covered by sub-item (J) (3) or (J) (6) or item 179 (E) (5), but not including glass envelopes; parts, n.e.i., for goods covered by sub-item (E) (1) or (E) (2):						
	(1) *Television deflection yokes* . . . . . *ad val.*	27½%	45%	45%	27½%	45%	45%
	AND, IN ADDITION *a* TEMPORARY DUTY *of* . . . . . *each*	—	—	—	7s. 6d.	7s. 6d.	7s. 6d.
	Provided that, in respect of such goods in direct transit to Australia on November 9, 1962, which are entered for home consumption on arrival, no additional temporary duty shall be payable.	(Under former Item 181 (K))					
	(2) *Other* . . . . . *ad val.*	(Under former Item 181 (K))	No change		27½%	45%	45%

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

NEW ZEALAND

Import Licensing Schedule for 1962-63

THE NEW ZEALAND Customs Department have issued the following particulars of decisions relating to the Import Licensing Schedule for the 1962/63 period (see *Board of Trade Journal* of March 23, 1962, pages 623-631, March 30, 1962, pages 699-707, April 6, 1962, pages 767-776, and amendments published subsequently):

1. *Item Code* 11.02 – *Wine of fresh grapes, viz.: sparkling all kinds; wines, still, etc.*

Transfers from Item Code 11.03, wine, etc., other kinds, etc., or Item Code 11.06, spirits, etc., to Item Code 11.02, wine, etc., sparkling, etc., will be authorized subject to the following conditions:

(a) The applicant must be a licence holder under Item Code 11.02.

(b) The maximum amount of the transfer permitted is to be restricted to a level that will allow a *total licence value* equivalent to 110 per cent. of the value of the applicant's 1960 licences for similar goods.

Any transfer granted under this authority is temporary only for the present licensing period and will not qualify for any future entitlement.

2. *Item Code* 69.37 – *Fireside sets*

Hearth companion sets consisting of a stand holding a poker, tongs, shovel, and brush are included in the term 'fireside sets' as used in this item.

Such sets ordered after May 29 which arrived in New Zealand prior to November 20, 1962, may be entered under import licences for Item Code 69.40. Evidence of date of order must be produced in each case. In all other cases valid licences for Item Code 69.37 must be produced.

Collectors may grant applications for the temporary transfer of licences from Item Code 69.40 to 69.37 to the extent of the c.i.f. value of orders placed during the period May 29 to November 19 to cover shipments of these hearth companion sets arriving in New Zealand after November 19. Evidence of value, date of order, and date of shipment to New Zealand must be produced.

COLOMBIA

Customs Tariff and Import Control

BY A DECREE (No. 3167) issued by the Colombian authorities and effective from December 6, 1962, a new free import list containing 180 items of the customs tariff and similar to that obtaining from May to September of this year has been established.

A copy of the new free import list (in Spanish) is available for inspection in the Export Services Branch of the Board of Trade, Room E.46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

Further regulations are expected to be issued shortly, apportioning the remaining products between the new prior licence and prohibited import lists; more detailed information on this subject will be published as soon as it becomes available.

UNITED STATES

Import Duty on Articles of Bleached Plant Material

A NOTICE was published in the *Board of Trade Journal* of November 30 (page 1139) about Public Law 87-878, which provided for the duty-free entry of bleached natural grasses, grains, leaves, plants, shrubs, herbs, trees, and parts thereof, not specially provided for. The United States Bureau of Customs have announced that boas, boutonnieres, wreaths, and all articles not specially provided for, composed wholly or in chief value of any of the above bleached materials are also entitled to duty-free entry under this act.

Reclassification for Duty

A NOTICE was published in the *Board of Trade Journal* on April 3, 1959 (page 828) about a proposed reclassification for United States duty purposes of certain colours formerly known as 'Helizarin' and now as 'Lumatex'.

The United States Bureau of Customs have now announced their decision that these colours should be classified under the provisions of paragraph 28(a) of the Tariff Act of 1930 as 'mixtures, including solutions, consisting in whole or in part of any of the products provided for in paragraph 28(a)' rather than as 'dyes'. This means that they will, on and after December 27, be dutiable at 7 cents per pound and 45 per cent. *ad valorem* instead of, as at present, at 40 per cent. *ad valorem*.

CANADA

Tariff Board Hearing on Chemicals – Reference 120

DETAILS were published in the *Board of Trade Journal* of July 27, 1962, of the public hearing to be held on February 25, 1963, to study certain items of the Canadian Tariff and certain group headings of the Brussels Nomenclature which deal generally with resins and plastics and products thereof.

The Tariff Board has now announced that four other tariff items, which relate to the subject matter of the hearing of February 25, are being added to the agenda. Two of these items were not referred to the Tariff Board by the Minister of Finance, but the goods classified under them were, at the time of the reference, dutiable under tariff items which are part of Reference 120. For this reason, the Tariff Board considers that by listing these two items for the hearing commencing February 25, 1963, it is not extending the scope of the Reference. These two tariff items are:

Item No.	*Description*
658b	Video tape, n.o.p.
924c	Cellulose plastics plates or sheets, less than 6 inches in width, for use in the manufacture of spectacle and eyeglass frames. (Expires June 30, 1963.)

In referring certain items to the Tariff Board under Reference 120 – Chemicals, the Minister of Finance authorized the inclusion of other items if the Board should consider them relevant to its enquiry. Accordingly, the Board has given notice that it will extend the scope of its study of Tariff Items 208t and 711 (which were referred to it in so far as they relate to chemicals) to include any plastics dutiable under these items.

Representations concerning these items, in so far as they relate to plastics, will form part of the subject matter of the public hearing.

Item No.	*Description*
208t	All chemicals and drugs, n.o.p., of a kind not produced in Canada.
711	All goods not enumerated in this schedule as subject to any other rate of duty, and not otherwise declared free of duty, and not being goods the importation whereof is by law prohibited. Duty shall not be deemed to be provided for by this item upon dutiable goods mentioned as 'n.o.p.' in any other tariff item.

(*Continued at foot of next page*)

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Local Population Estimates for 1962

ESTIMATES of the population of counties, boroughs and urban and rural districts in England and Wales as at June 30, 1962, have been published by the Registrar General. Figures are given also for standard regions, conurbations, urban and rural aggregates, in addition to those for administrative areas.

The publication 'The Registrar General's Annual Estimates of the Population of England and Wales and of Local Authority Areas, 1962,' is designed to meet a general demand for an early issue of current estimates for local populations, and in particular to assist local councils and other administrative authorities as well as manufacturers, distributors and market research organizations. The estimates will later be included in the Registrar General's Statistical Review for the year 1962. Copies: H.M. Stationery Office. Price 1s. 6d.

Cash on Delivery Service to Italy

THE GENERAL Post Office have announced that as from January 1 1963, Cash on Delivery parcels up to a value of £40 may be sent to Italy.

Canada (*Continued*)

> When the component material of chief value in any non-enumerated article consists of dutiable material enumerated in this schedule as bearing a higher rate of duty than is specified in this tariff item, such non-enumerated article shall be subject to the highest duty that would be chargeable thereon if it were composed wholly of the component material thereof of chief value, such 'component material of chief value' being that component material which exceeds in value any other single component material in its condition as found in the article.

Proposals and submissions concerning the wording of these tariff items, the rates of duty, or otherwise relevant to these items as they pertain to this hearing shall be filed with the Tariff Board not later than January 25, 1963. Three hundred (300) copies of all proposals and of all briefs or submissions shall be filed with the Board.

Persons on the mailing list for this hearing will receive copies of any proposals and submissions filed. Others desiring to receive copies of the proposals and submissions should, prior to January 25, 1963, request the Secretary of the Tariff Board to place their names on the mailing list for this hearing.

Persons intending to be present at this hearing should notify the Secretary not later than February 8, 1963 in order to ensure that seating accommodation at the hearing will be available. Such notification is essential if seating accommodation is to be assured.

Persons attending the hearing should take with them any notices, proposals or submissions which they may have recieved as additional copies are unlikely to be available at that time.

Communications to the Tariff Board on all these matters should be addressed to the Secretary of the Tariff Board, 219 Argyle Avenue, Ottawa.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of the Government information services. The C.O.I. are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Items must have 'editorial' merit, and advertising copy is not suitable. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. J. White Shand, Prudhoe House, Prudhoe Street, Newcastle-upon-Tyne, 1. (Newcastle 28543.)

EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474-Telex 55119.)

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Sherwood Buildings, South Sherwood Street, Nottingham. (Nottingham 46221.)

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58951.)

LONDON & SOUTH EASTERN: Mr. M. F. Hackett, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345-Telex 22737/8.)

SOUTHER: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122.)

SOUTH WESTERN: Mr. W. J. D. Irving, 30 Tyndalls Park Road, Bristol, 8. (Bristol 37026/7.)

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NORTH WESTERN: Mr. G. Mould, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199.)

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Edinburgh Waverley 2501.)

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210.)

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327.)

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
British Commercial Representatives Overseas	16 Nov. 1962
Board of Trade Departments . . .	3 Aug. 1962
Board of Trade, Regional Controllers . .	30 Nov. 1962
E.C.G.D. Local Offices	21 Dec. 1962
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	17 Aug. 1962
U.S. Consular Offices in the U.K. . .	21 July 1961

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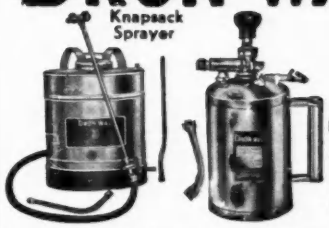

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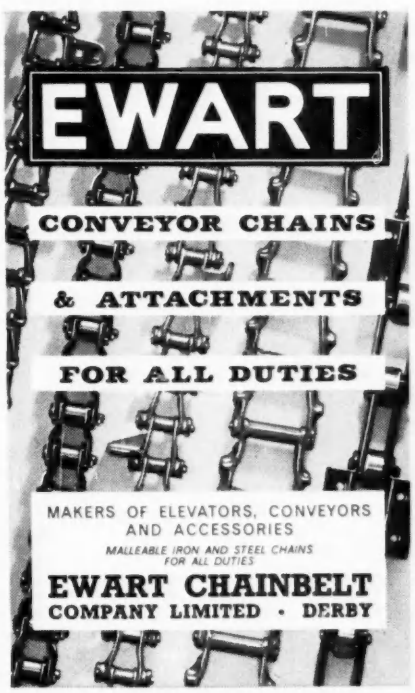

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